›› Solutions Engineer | Enterprise Team

Location: Remote
Position Type: Full-Time

Company Overview

accelant is a premier HubSpot solutions partner agency dedicated to catapulting businesses to new heights through expert guidance and innovative strategies. With a proven track record, we specialize in launching HubSpot platforms and optimizing them for accelerated growth. Our seasoned team is comprised of more than 25+ industry-leading professionals skilled in marketing, sales, service, and revenue operations. Founded by George Roadman, who witnessed firsthand the transformative potential of HubSpot, accelant was born out of a mission to empower businesses with the same success. Join us in shaping the future of business growth acceleration through HubSpot!

Role Responsibilities Overview

If you love building inside HubSpot — exploring its limits, solving new problems every day, and turning strategic ideas into operational reality — this is the role for you.

As a Solutions Engineer at accelant, you'll spend your time in the HubSpot platform, bringing sophisticated business process designs to life for enterprise-level clients with sophisticated tech stacks and use cases.

One day you might be configuring complex workflows for a B2B sales team; the next, you're designing a B2C marketing nurture, configuring a data set for a bespoke Dashboard, or configuring Prospecting Agent. You'll be the go-to expert in how to make HubSpot work harder and smarter — pushing the platform forward for clients in tech, education, finance, manufacturing, and beyond.

This is a fast-paced, hands-on role ideal for someone who enjoys variety, thinks strategically, and thrives in the HubSpot ecosystem.

Key Responsibilities

Building in HubSpot: 75% of your time

- **Build daily in HubSpot**: Configure and optimize environments including data structures, custom fields, views, pipelines, lifecycle stages, and permissions.
- **Develop automation and workflows**: Create and manage workflows, marketing nurtures, and automation sequences aligned to business objectives.
- **Support dynamic projects**: Move across sales ops, marketing ops, and admin tasks — always with HubSpot as your home base.
- **Design dashboards and reporting**: Implement data visualizations and performance tracking tools that support decision-making across teams.
- **Execute seamless integrations**: Connect HubSpot with platforms like Salesforce and key marketplace apps to enable unified operations.
- **Test and troubleshoot**: Ensure all builds are reliable, scalable, and meet business and technical requirements.

Solutioning & Enabling: 25% of your time

- **Collaborate with Solutions Architects**: Translate strategic technical designs into efficient, scalable HubSpot builds.
- **Participate in Client meetings and build reviews:** Present your builds to clients in partnership with the Solution Architect. Consult on-the-fly with clients on feature sets to solve their problems and answer questions on platform capabilities and features.
- **Stay ahead of the curve**: Keep up with HubSpot's evolving feature set and apply best practices across client solutions.
- **Contribute to platform governance**: Help define naming conventions, ownership rules, and change management processes to keep implementations clean and consistent.

Qualifications

- Experience configuring and managing HubSpot for a variety of business use cases. (3+ years experience required)
- Strong understanding of business processes related to marketing, sales, and customer service, as well as data modeling and workflow automation.

- Proficiency in building custom fields, complex workflows, email campaigns, landing pages, dashboards, and reports within HubSpot.
- Detail-oriented with strong problem-solving skills and a passion for delivering high-quality, reliable solutions.
- Ability to work independently with minimal supervision, while maintaining excellent communication with internal teams.
- HubSpot certifications or similar credentials a plus.

Compensation and Benefits

- Competitive salary
- 401K program
- Health benefits
- Employee equity program
- Flexible PTO + Company holidays
- Laptop provided
- Remote work environment with flexible scheduling
- Innovative, collaborative work environments

How to apply

Email your resume to allie.mcdevitt@accelant.com for more information or apply here.