

>> Channel Sales Representative

Location: Remote

Reports to: CEO

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

We are seeking an experienced and results-driven Channel Sales Representative to work closely with HubSpot sales representatives to source, close, and manage accelant service deals. The ideal candidate will have a strong understanding of sales processes, a deep knowledge of HubSpot's ecosystem, and the ability to build and maintain relationships with key partners. This role will be responsible for driving revenue growth through collaborative sales efforts, ensuring seamless integration between accelant services and HubSpot's platform offerings.

Key Responsibilities

- **Sales Collaboration:** Work alongside HubSpot sales representatives to identify, source, and close new business opportunities for accelant services. Build strong relationships with both HubSpot sales teams and clients.
- **Lead Generation & Qualification:** Collaborate with HubSpot's sales team to identify potential clients in need of accelant services. Qualify leads based on business needs and accelant's service offerings.
- **Pipeline Management:** Manage and track a sales pipeline for accelant services. Provide timely updates to HubSpot representatives and internal stakeholders on the status of deals, and work to ensure opportunities are moving through the sales process smoothly.
- **Service Customization:** Understand client requirements and work closely with HubSpot sales reps and accelant service teams to customize offerings and solutions based on individual client needs.
- **Deal Negotiation & Closing:** Take the lead in negotiating and closing deals, ensuring that accelant's services are successfully integrated into HubSpot's solutions for the client. Collaborate with legal, finance, and other departments as needed to finalize contracts.
- **Sales Reporting & Forecasting:** Provide accurate forecasts and sales reports, tracking progress against sales targets. Work with management to develop strategies for improving sales performance and achieving goals.
- **Training & Development:** Stay up to date on both HubSpot's and accelant's products and services. Attend training sessions to improve product knowledge, sales skills, and the ability to better serve clients.
- **Collaboration with Marketing:** Work with marketing teams to align on lead-generation strategies, sales collateral, and campaigns that support the sales cycle for accelant services.

Qualifications

- **Experience:** 8+ years of experience in channel sales, preferably with experience working with HubSpot's sales representatives or in a related SaaS or technology sales environment.
- **Sales Expertise:** Strong knowledge of the sales process, including lead generation, qualification, negotiations, and closing.
- **Technical Knowledge:** Familiarity with HubSpot's CRM and services is a strong advantage. Ability to understand and communicate accelant's service offerings effectively.

- **Communication Skills:** Excellent verbal and written communication skills, with the ability to build rapport and influence decision-makers at all levels.
- **Collaboration:** Proven ability to work effectively within a team, including cross-functional collaboration with internal stakeholders and external partners.
- **Problem-Solving:** Ability to think critically and find creative solutions to meet customer needs and close deals.
- **Self-Motivated & Results-Oriented:** Strong desire to meet and exceed sales targets, with the ability to work independently and take initiative.

Compensation and Benefits

- Competitive salary
- 401K program
- Health benefits
- Employee equity program
- 4 weeks annual PTO + Company holidays
- Laptop provided
- Remote work environment
- Innovative, collaborative work environments

How to apply

Email your resume to allie.mcdevitt@accelant.com for more information or [apply here](#).