

>> Solutions Architect

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

As a Solutions Architect at Accelant, you will be the strategic backbone of our client engagements, designing and implementing custom business processes and system integrations that leverage HubSpot's full capabilities. You will collaborate closely with clients to understand their sales, marketing, and customer service objectives, then map out workflows, integrations, and automations that drive efficiency and measurable results. Using tools like Lucidchart to visualize processes and creating thorough documentation (such as SOPs), you'll ensure that clients fully understand and can capitalize on the solutions you build. In addition, you'll provide guidance on best practices, run training sessions, and support clients in achieving their growth goals through optimized processes and well-architected HubSpot configurations.

Key Responsibilities

- Collaborate directly with clients to understand their current business processes, challenges, and objectives in sales, marketing, and customer service.
- Design and architect scalable solutions within HubSpot and integrate with third-party systems, ensuring seamless data flow and efficient workflows.
- Create detailed process maps, workflows, and architectures using tools like Lucidchart.
- Develop comprehensive documentation and Standard Operating Procedures (SOPs) to guide clients and internal teams.
- Advise clients on best practices in sales, marketing, and customer service strategies, leveraging HubSpot and related technologies.
- Conduct training sessions to ensure clients can effectively use and maintain the solutions you design.
- Continuously stay up-to-date on HubSpot's evolving features, industry trends, and emerging technologies to deliver cutting-edge recommendations.
- Collaborate with internal teams (sales, marketing, service, and revenue operations) to deliver integrated, high-impact solutions.

Qualifications

- Proven experience designing and implementing CRM or marketing automation solutions, ideally with HubSpot or similar platforms (e.g., Salesforce, Marketo, Pardot).
- Strong understanding of business processes across sales, marketing, and customer service.
- Technical aptitude for systems integration, data mapping, and workflow automation.
- Proficiency in process-mapping tools (e.g., Lucidchart) and the ability to create clear, actionable documentation.
- Excellent communication and presentation skills with the ability to engage clients and run effective training sessions.
- Detail-oriented, analytical, and able to break down complex problems into structured solutions.
- HubSpot certifications or other relevant credentials are a plus.

Compensation and Benefits

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

How to apply

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