›› Solutions Engineer

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 Engineer at Accelant, your primary focus will be translating the strategic and technical designs provided by our Solutions Architects into fully functional, high-performing HubSpot implementations. You will play a critical part in building and configuring HubSpot environments that align with clients' intricate business processes and objectives. Your work will range from defining data structures and custom fields to setting up complex workflows, marketing nurture sequences, lifecycle stages, dashboards, and integrative connections with third-party applications like Salesforce. If you're detail-oriented, technically adept, and enjoy bringing architectural visions to life, this role offers the opportunity to make a significant impact on our clients' growth journeys.

Key Responsibilities

- Collaborate closely with Solutions Architects to understand proposed business process designs and technical specifications.
- Configure and optimize HubSpot environments, including custom fields, data structures, user views, and page layouts.
- Develop and maintain complex workflows, marketing nurture campaigns, sales pipelines, lifecycle stages, and automation sequences within HubSpot.
- Implement dashboards, reports, and analytics tools to measure performance and support data-driven decision-making.
- Establish and manage permission sets, ensuring proper access controls and user experiences.
- Integrate HubSpot with external platforms (e.g., Salesforce) and marketplace applications to ensure seamless data flow and unified functionality.
- Test, troubleshoot, and refine configurations to ensure reliability, scalability, and adherence to design standards.
- Stay current on HubSpot's evolving features and industry best practices to deliver cutting-edge solutions.

Qualifications

- Experience configuring and managing CRM and marketing automation platforms, preferably HubSpot or similar tools (e.g., Salesforce, Marketo).
- 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.
- Familiarity with integrating CRM/marketing platforms with third-party applications.
- 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 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.