



What

Job title, keywords, or company

Where

City, state, zip code, or country

## HUBSPOT STRATEGIST

Remotish  
Remote  
Remote  
Full-time

You must create an Indeed account before continuing to the company website to apply

Apply on company site

### Job details

Job Type  
Full-time  
Remote

### Benefits

Pulled from the full job description

- 401(k)
- 401(k) matching
- Dental insurance
- Family leave
- Health insurance
- Paid jury duty

Show 2 more benefits

### Indeed's salary guide

- Not provided by employer
  - \$76.9K - \$97.3K a year is Indeed's estimated salary for this role in Remote.
- [Report inaccurate salary](#)

### Full Job Description

If you love guiding purpose, people, and process...

Remote/USA

Full-time

HubSpot Strategists are pros in the platform, who love to advise clients on the best course of action to hit their RevOps goals in Hubspot.

If a new feature is launched in HubSpot, you will already know all about it!

Every day you'll get to deliver exciting end-to-end strategies and tactics to meet our clients' ambitious RevOps goals. You will be supported by a dedicated Project Strategist to take the lift off you in areas that don't require your unique skill set. You'll spend the rest of your days tinkering and building off those strategies.

#### We Offer Amazing Perks

In addition to working with an awesome, fun-loving team  
[See All Benefits](#)

#### REMOTE & W2

Talk about the best of both worlds. The freedom of remote work meets the warm security of a W2.

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Use your Google Account to sign in to Indeed

No more passwords to remember. Signing in is fast, simple and secure.



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Happy. Helpful. Human. Remotish is a boutique HubSpot Consulting Agency that services companies who use HubSpot. Here, we believe that w...

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**FLEXTIME**

Create a monthly schedule that works for you and your clients. We plan in work months not work weeks.

**FLEXIBLE PTO**

Earn your way to a 25% work time reduction! That's about 40-46 hours off each month (13ish weeks a year).

- intended to cover everything from sick time, to holidays, vacation, and rare events like jury duty or military moves

**MEDICAL, DENTAL & VISION INSURANCE**

70% of your PPO insurance premiums (you and dependents) are covered for certain medical, dental, and vision plans.

- Blue Shield medical, Beam Dental, Beam VSP Vision

**401(K) WITH MATCHING**

We will match your contributions up to 6%, to help you save for retirement.

- eligible after 3 months, immediate vesting

**BONUSES & RAISES**

When the company earns, you earn. Share in our wins with a little extra cash.

**MENTORSHIP**

Grow to new heights and level up your professional skills under the expert eyes of those that came before you.

**EDUCATION**

Get paid to take close to 40 HubSpot certifications in addition to weekly ongoing education.

**QUARTERLY TEAM EVENT**

Though we are remote, we do like to see each other. Being anti-office doesn't mean we are antisocial!

**YEAR END TEAM RETREAT**

Annual in-person weekend retreat filled with fun activities to kick back, relax, and enjoy the rewards of our hard work!

- in 2022 we are going to Austin,Tx

**IN DEVELOPMENT**

Multi-State Family Leave

Bereavement Program

Formal Mentorship Program

Open Book Financials

**What You'll Need**

The experience recommended for this job

**Documented Professional Experience in:**

- working at an agency or consulting with multiple clients at once
- strategic HubSpot RevOps consulting
- developing and documenting detailed processes and project plans

- troubleshooting complex HubSpot issues

**Ability To:**

- quickly master new elements of the HubSpot platform
- training on HubSpot
- continuously progress your HubSpot implementation efficiency
- be disciplined/organized
- work remotely with minimal supervision

**What You'll Do**

Are you the Robin to our Batman?

- **Client Management**
  - Act as main point of contact for client needs
  - Communicate swiftly with clients through approved channels
  - Meeting with clients to provide strategic HubSpot consulting
    - Kickoff calls
    - Working sessions
    - Training calls
    - Progress calls
    - Offboarding calls
  - Keeping meeting notes and devise action items from meetings
- **Strategy**
  - Develop long-term strategy and roadmapping with clients
  - Devise the best strategic approach to achieve client RevOps goals within the HubSpot platform
  - Document strategies for others to follow
- **Technology**
  - Troubleshoot strategic issues in HubSpot
  - Implement work into HubSpot
  - Train clients on HubSpot tactical use
  - Maintain a full technical understanding of HubSpot
- **Project Management**
  - Collaborate with their dedicated Digital Project Strategist to ensure client projects progress smoothly
  - Communicating with clients within tasks
- **Thought Leadership**
  - Actively author content (speaking, blogs, guides, videos, social posts) that aligns with our services and target client needs.
  - Networking and collaborating with industry peers (slack groups, clubs, events)
  - Become known as a HubSpot RevOps Expert
- **Time Management**
  - Monitor your projects
  - Self-administer your own tasks
  - Prioritization and organization of tasks
- **Communication**
  - Remain communicative and available with team and candidates via slack, email, text, conference call, and smoke signals during reasonable business hours.
- **Internal Operations**
  - Participate in regular team connect calls
- **Internal Marketing & Sales**
  - Contribute to company marketing (blog, social, seo...)
  - Assist in the sales process when needed
- **Education**
  - Complete & maintain all HubSpot Certifications
  - Attend in-person and virtual educational events

**How You'll Grow**

Career advancement baked into every role

**Program Lead**

2nd - Step

**Strategist**

1st - Step

**Team Lead**

3rd - Step

Program leads are responsible for developing (and optimizing) new program systems and processes in addition to Strategist level duties.

They are the guardians of how team members in this title category do the work they do. They often look for new ways to deliver on the program and serve as program experts.

Added Responsibilities (and required experience):

- New Program Research/Education & Planning
  - Polling employees, interviewing industry experts, or hiring consultants to gain insights
  - Internet research
  - Taking courses and training to develop a personal understanding of the desired program
- New Program Development
  - Strategic organization around program approach
  - Developing documentation and training about new program
  - Developing sales and marketing collateral for new program (if relevant)
  - Developing program goals and success metrics and how to track them (with Team Lead advisement)
  - Communicating and/or presenting new programs to the company
- Existing Program Optimization
  - Identifying areas of improvement to existing programs
  - Developing new systems and processes to improve existing programs
  - Updating documentation and trainings with program updates
  - Communicating and/or presenting program updates to the company
- Existing Program Management
  - Acting as company owner on program internal administration
  - Tracking and reporting goals and success/risk metrics
  - Tracking and reporting program budgets
  - Monitoring that public representations of program are accurate
  - Supporting Team Lead in development/maintenance of public messaging on program

Strategists are expected to deliver advanced work without supervision in addition to Specialist level duties.

They are the seasoned veterans that identify the strategy to solve a challenge based on their previous experience or in-depth knowledge then implement that strategy with little to no hand-holding.

Team leads monitor and mentor team members in the same title category in addition to Strategist level duties.

They are player-coaches that ensure that pre-established program processes are adhered to. They often work with Program Leads to provide input to improve programs.

- Program Leadership
  - Providing strategic advisement and review to Program Lead on program development/ optimizations
  - Acting as solutions consultant (for sales calls or client consulting) or strategic advisor (to leadership) on program

- Conducting regular 1 on 1 and small group training and skills development on program
  - Conducting company-wide training on program
- Program Governance
  - Monitoring Strategists' adherence to program execution
  - Connecting with Strategists' about program execution issues to be resolved
  - Analyzing program reports to identify trends, risks, and success
  - Escalating repeat and unresolved program governance issues to Manager
- Program Thought Leadership
  - Acting as company expert on program
  - Building and publishing messaging about program (in collaboration with Program Lead)
  - Representing company in interviews and publications in regards to program

Hiring Insights

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