
HIGHWAY CONSULTING

SALES & MARKETING SOLUTIONS

We are a Houston-based digital marketing agency and a proud Platinum HubSpot Solutions Partner. Our team specializes in helping B2B industrial clients maximize HubSpot to drive measurable growth. We thrive on collaboration, creativity, and high-level execution for multiple clients across industries.

Position Overview

We are seeking an experienced **Account Manager** to join our team. The ideal candidate will have at least 3-5 years of experience in an agency or corporate marketing department, managing client relationships and campaigns. This role is central to delivering exceptional client experiences, ensuring strategic marketing initiatives are executed effectively, and maximizing results through HubSpot and other marketing platforms.

The Account Manager will act as the primary point of contact for Highway 9's large B2B industrial clients, coordinating between internal teams and clients to deliver projects on time, within scope, and aligned with business objectives. This role requires a proactive, detail-oriented professional who thrives in a collaborative, fast-paced environment.

Key Responsibilities

- Serve as the main liaison between clients and internal teams, ensuring client goals are clearly understood and met.
- Develop and maintain strong client relationships, providing regular updates, insights, and strategic recommendations.
- Oversee project timelines, budgets, and deliverables, ensuring work is completed accurately and on schedule.
- Coordinate and manage marketing campaigns, including email, content, social media, SEO, and HubSpot initiatives.
- Analyze campaign performance and client data, providing actionable insights and reporting ROI.
- Collaborate with internal teams to deliver high-quality marketing solutions.

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- Identify opportunities for account growth, upselling additional services when appropriate.
- Stay current on industry trends, HubSpot updates, and best practices to advise clients effectively.

Qualifications

- 3+ years of experience in a marketing role within an agency or corporate environment.
- Strong understanding of B2B marketing, preferably within industrial or technical sectors.
- Prefer hands-on experience with HubSpot CRM, Marketing Hub, or similar marketing automation platforms.
- Excellent project management, organizational, and communication skills.
- Proven ability to manage multiple client accounts simultaneously while maintaining attention to detail.
- Analytical mindset with experience in generating and interpreting marketing reports.
- Collaborative, proactive, and solution-oriented attitude.
- Bachelor's degree in Marketing, Communications, Business, or a related field preferred.

Why Join Us

- Be part of a Platinum HubSpot Partner agency with a strong reputation in the industrial B2B space.
- Work on diverse, challenging projects that sharpen your HubSpot expertise.
- Collaborative, supportive team environment with opportunities for growth.
- Competitive salary and benefits package.

Benefits

- 401(k)/matching
- Health insurance
- Paid time off

Work location

- Hybrid work environment, Houston, TX 77084 - in the Highway 9 or client's office up to 4 days per week.

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- Some travel will be required to client locations
- Do not apply to this job if you live outside the Houston area.