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# HIGHWAY CONSULTING

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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 **HubSpot Implementation Specialist** to join our team. The ideal candidate has at least 3-5 years of hands-on HubSpot experience (Marketing Hub, Sales Hub and Service Hub), and can efficiently manage client onboarding, technical setup, and platform optimization. This role requires someone who can balance strategic thinking with execution, thrive in a fast-paced agency environment, and seamlessly switch between client projects.

## **Key Responsibilities**

- Lead HubSpot implementations and onboarding for new clients.
- Configure and optimize Marketing Hub, Sales Hub and Service Hub features (workflows, lead scoring, deal pipelines, automation, reporting, etc.).
- Audit existing HubSpot portals and provide strategic recommendations for optimization.
- Collaborate with account managers and strategists to align HubSpot configurations with client goals.
- Migrate data, set up integrations, and ensure accurate CRM structure.
- Train clients on HubSpot best practices and empower them to use the platform effectively.
- Troubleshoot technical issues and liaise with HubSpot support when needed.
- Stay current on HubSpot product updates and industry trends.

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## Qualifications

- 3+ years of professional experience working directly in HubSpot
- Strong knowledge of HubSpot automation, reporting, lead management, and CRM setup.
- Agency or client-facing experience preferred.
- Ability to manage multiple projects and clients simultaneously.
- Strategic thinker with strong problem-solving and troubleshooting skills.
- Excellent communication skills and ability to explain technical concepts clearly.
- HubSpot certifications are a plus (Inbound, Marketing Software, Sales Software, RevOps, etc.)

## 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 office up to 4 days per week.
- Do not apply to this job if you live outside the Houston area.