



HubSpot Specialist

Wagada Digital has a single mission – to provide expert support to our clients whilst offering a positive work culture of learning and fun. Our team is everything to us and our clients flourish on the strong working relationships that we develop. This is a supportive environment where the right staff can grow and develop as quickly as their ambitions will take them. Our team grabs the opportunities that we present to them to learn and develop and our clients thrive on working with an agency with a fantastic team environment.

We foster a positive team culture by making sure that we enjoy what we do and the clients we work with, and we never forgo the chance to bring fun into our day-to-day lives. We're really competitive when we flip a pancake and play table tennis, love to banter over a gin and pizza on our team nights away and stop work early on a Friday for fun and quizzes. Work-life balance is crucial to us, which is why we offer extended holiday allowance and the chance to work a 4-day week on the last week of the month. Flexible hours and hybrid working are available and for those with children, we would never want any team member to miss those special moments such as the school play or the netball match. All this takes place against a background of mutual respect between management and staff.

It's not all ping pong and doughnuts though, we deliver fantastic results for our clients and the only way we can achieve this is from hard work, passion and ambition. We know that digital marketing does not stand still, so we're constantly learning and developing to make sure that we're at the top of our game. Our team embraces feedback and failure, to stand back up bigger and stronger.

We're looking for individuals with a growth mindset, willing to work hard and play hard, in exchange for a rewarding agency experience in a warm and welcoming team environment.

What's the job?

We're looking for a HubSpot Specialist to join our St Albans or Cheltenham teams. This could be a hybrid role for the right person.

We're looking for a talented individual who knows HubSpot inside out – you'll be innovative, keen to experiment and have excellent customer service skills. If you're looking for the chance to really show what you can do, here it is!

You'll be part of our Client Services Team, which works directly with our clients, supporting our clients to solve their problems, building relationships and developing trust.

Working across a range of client accounts, no 2 days will be the same and you'll get to test your skills to the max in a variety of industries. You'll work alongside the Delivery Team who produce high quality work for our clients that makes a difference.

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What do we need?

We are looking for someone who can work with both our existing and new clients, implementing, integrating and migrating projects. You will be responsible for demo-ing HubSpot's capabilities, identifying their integration and implementation needs pre-sale, and accountable for designing a strategy, solution design and documentation post-sale.

You will have advanced knowledge around the HubSpot technology capability, in terms of how it can be configured to solve business problems and integrates with other systems, creating opportunities for efficiencies, data management, reporting and automation across the CRM platform.

You should have both technical experience of CMS, integration, administration and implementation of CRM and/or marketing automation platforms along with consulting/account management experience.

You'll be:

- Experienced and knowledgeable in HubSpot
- Analytical to assess success or failure of campaigns
- A team player
- Keen to learn new skills
- Willing to share your knowledge and expertise with the rest of the team
- Someone who embraces success and failure equally – there's no room for egos

You'll have:

- Strong customer service skills, comfortable on the phone and presenting to clients
- Experience in account management, understanding how to build and maintain the trust of clients
- Commercial acumen, understanding the needs of our clients
- A desire to see our clients succeed
- A growth mindset – you'll be aware of your strengths and weaknesses and willing to work on them
- A strong attention to detail

You'll get:

- Generous holiday allowance starting at 23 days plus bank holidays, rising to 30 days
- A 4-day week on the last week of the month (12 extra lie-ins a year!)
- Flexible working opportunities
- A competitive salary and bonus of up to 10%
- Opportunities to train and develop, go to conferences and share your knowledge with others

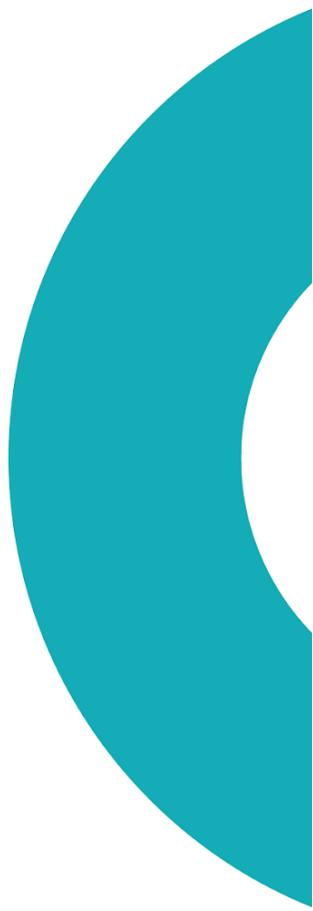


- Proactive career development – we're a growing company and love to see our team grow with us
- Company pension
- Maternity and paternity benefits, plus flexibility for parents to make sure that you never miss the school play
- Innovative, exciting and supportive environment
- A fun, friendly team environment: early finish on a Friday for quizzes and fun, twice-yearly team nights away, team socials and lunches, charity challenges, a great deal of banter and a healthy competitive spirit

We're an inclusive workplace and embrace diversity and equal opportunities. We want to give everyone the chance to be the best version of themselves.

Send us your CV and tell us why you want the job.

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