



Research Manager

Job Information

Hiring Company

[International Data Corporation Japan](#)

Job ID

1597931

Industry

Think Tank, Research Institute

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

July 2nd, 2026 00:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Lead cloud market research and analysis, and be responsible for market forecasting, report writing, and providing insights to clients
- Contribute to corporate strategy and investment decisions, as well as shaping the future of the industry, through analysis of the Japanese cloud market
- Collaborate with over 1,000 analysts worldwide and enhance your expertise by leveraging global insights
- Hybrid work arrangements are available. Opportunities to collaborate with international analysts and give presentations provide a supportive environment for professional growth

【Job Responsibilities】

< About the Role & Team >

In this position, we are looking for an analyst to lead IT Cloud market research and have a responsible for CIS program, "Japan IT Cloud Strategies". The analyst will conduct ongoing research and analysis of trends in the overall IT security products market in Japan and provide customers with the deep knowledge and insights gained. In addition, the analyst will work with global and Asia-Pacific analysts in the IT security market to contribute IDC's thought leadership in this market from a Japanese perspective.

< What You'll Do >

- Planning and execution of research on cloud and writing research reports.
- Additionally, conducting market estimates and forecasts for data products of the cloud market.
- The research covers the overall Japanese cloud solutions market, including SaaS, PaaS, SaaS platform, cloud implementation, cloud management, private cloud and sovereign cloud, etc.
- The research will include market forecasts, vendor share analysis, and user company demand surveys, as well as interviews with IT suppliers and user companies, quantitative research such as web surveys, and research of secondary data.
- Business development of cloud related subscription and custom services
- Other responsibilities:
 - Presentation at the external events regarding cloud market, presentation at IDC's events, engagement in consulting projects
 - Collaboration with overseas analysts for research and business development
 - Relationship establishment with cloud solution vendors.

< Why This Role Stands Out >

At IDC, your work helps shape how the world understands technology and where it goes next. You collaborate with curious, high-Caliber colleagues who value rigor, integrity, and shared success. As the premier global provider of trusted technology intelligence, IDC equips business and technology leaders with the evidence they need to make confident decisions. Our insights inform strategy, investment, and innovation across industries and regions.

Recognized by IAR as Analyst Firm of the Year for five consecutive years, IDC sets the standard for credibility and impact. With more than 1,000 analysts worldwide and a truly global perspective, we combine deep expertise with practical relevance. Here, your ideas matter, your voice is heard, and your contributions provide the insights leaders rely on every day. It is meaningful work, backed by a culture that supports growth, collaboration, and long-term career development with a globally respected brand.

< What We Offer >

- Individualized Culture: An environment where you can explore new areas outside your specialty and stay engaged with work you enjoy.
- A position in a highly professional and globally respected market research and advisory firm, where initiative leading to results is rewarded

< Equal Opportunity Employer >

IDC is committed to providing equal employment opportunities for all qualified persons. Employment eligibility verification required. We participate in E-Verify.

【 Employment Type 】

Permanent employee

【 Salary 】

Based on experience and skill level

【 Working Hours 】

In accordance with company regulations

【 Work Location 】

In accordance with company regulations
*Hybrid work model with occasional travel

【 Holidays & Leave 】

In accordance with company regulations

【 Benefits & Welfare 】

In accordance with company regulations

Required Skills

【 What You Bring 】

- Bachelor's degree or equivalent in finance/economics, statistics, or engineering with a strong understanding of economic principles and their application to market analysis
- 8-10 years of work experience, preferably in the market research or technology industry.
- Experience or interest in the cloud sector is a bonus.
- Strong Japanese written and verbal communication skills, preferably with presentation experience.
- Fluency in English is also required for internal communications and coordination
- Capable of conducting primary research, particularly in-person interviews and an ability to build relationships over time
- Skilled in analysing datasets with attention to detail in analysis and report preparation.
- Efficient in managing multiple research projects, meeting deadlines, and problem-solving while working in a team-based environment.

- Good communication skills for both internal and external. Coaching abilities to develop the skills of junior analysts.
 - Advanced Microsoft Excel and PowerPoint skills required.
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Company Description