



Senior Custom Solutions Sales Specialist

Job Information

Hiring Company

[International Data Corporation Japan](#)

Job ID

1601278

Industry

Think Tank, Research Institute

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Shibuya-ku

Salary

Negotiable, based on experience

Work Hours

In accordance with company regulations

Holidays

In accordance with company regulations

Refreshed

July 17th, 2026 00:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Responsible for proposing and selling IDC's custom research and consulting services to technology companies
- The rewarding opportunity to expand your knowledge in cutting-edge technology fields, and the thrill of securing high-value projects in a global environment
- An environment that supports flexible work arrangements, including hybrid work, extended vacation policies, and volunteer leave
- An influential role supporting corporate strategy development by collaborating with experts at a global market research firm

【Job Responsibilities】

< About the Role & Team >

IDC is looking for a high-impact Senior Custom Solutions Sales Specialist to join our Japan team. This is a quota-bearing, hunter-oriented role focused on selling IDC's custom research and consulting solutions to technology companies across Japan. You will play a critical role in generating new revenue by identifying, pursuing, and closing complex, high-value engagements.

This is a hunter role. We need someone who thrives on building new relationships, opening new accounts, and navigating large organizations with confidence and persistence.

< What You'll Do >

- Own and exceed a quarterly revenue quota for custom solutions in Japan
- Hunt and develop new business across technology vendors, global IT companies, and enterprise accounts in Japan
- Sell IDC's custom research, advisory, and consulting engagements — from thought leadership studies to go-to-market strategy projects
- Build and maintain a robust pipeline, managing the full sales cycle from prospecting to close
- Collaborate with IDC's Japan research analysts, solution consultants, and project managers to design and scope winning proposals
- Partner with the generalist sales team to identify cross-sell and upsell opportunities within existing accounts
- Represent IDC at industry events, client meetings, and briefings across Japan

< 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 IIR 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.
- Hybrid Working: Hybrid working with certain days in office per week/month required. (Depends on Team)
- Time-off and holidays: On top of your statutory holiday allowance and public holidays, IDC grants annually reviewed company-wide closures on 19 August (Unplug Day) and 24 December – 1 January inclusive (Global Shutdown) and a volunteering day.
- A position in a highly professional and globally respected market research and advisory firm, where initiative leading to results is rewarded.

【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

*Travel: < 10%

*Location: 100% On-site

【Holidays & Leave】

In accordance with company regulations

*Time-off and holidays: On top of your statutory holiday allowance and public holidays, IDC grants annually reviewed company-wide closures on 19 August (Unplug Day) and 24 December – 1 January inclusive (Global Shutdown) and a volunteering day.

【Benefits & Welfare】

In accordance with company regulations

Required Skills

【What You Bring】

- Exceeding quota
- Fully bilingual in Japanese and English — you can pitch, negotiate, and build relationships in both languages
- Excellent written and verbal communication in both languages; able to adapt style to executive and technical audiences
- True hunter mentality — energized by prospecting, resilient through objections, focused on closing
- Highly self-directed: you figure things out, take initiative, and don't wait to be told what to do
- Strong consultative selling skills with the ability to translate complex IDC offerings into clear client value
- Comfortable navigating ambiguity and working in a matrix environment across research, delivery, and operations teams
- Bachelor's degree required, in Business, Marketing, Economics, Technology, or a related field
- Master's degree preferred (MBA or equivalent postgraduate qualification)

***Equal Opportunity Employer:**

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

Company Description