【Global IT Company】 Research Manager — AI&Software

Shibuya Scramble Square Office

Job Information

Hiring Company
International Data Corporation Japan

Job ID
1605233

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
October 29th, 2026 01:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Key responsibilities include conducting ongoing research and analysis of vendors, products, and services across the overall software market in Japan
- Provide valuable insights to support corporate strategy and investment decisions through the latest market analysis
- Collaborate closely with global and Asia-Pacific software research teams
- In addition to a hybrid work arrangement, you can take advantage of unique leave programs such as company-wide holidays and volunteer leave

【Job Responsibilities】

< About the Role & Team >

In this role, we are seeking an analyst to lead software market research, with a focus on software architecture, AI software (including AI-enabled applications), and AI use cases. The analyst will be responsible for data programs in Japan such as the Worldwide Semi-annual Software Tracker and the Worldwide Semi-annual AI and Generative AI Spending Guide, as well as annual research programs such as Japan AI and Data Platform Strategies, in addition to custom research projects. Key responsibilities include conducting ongoing research and analysis of vendors, products, and services across the overall software market in Japan, as well as producing data deliverables, research reports, and delivering data-driven insights to clients. Through analysis of market data and vendor trends, the analyst will create and communicate high-value, actionable insights via data products, research reports, blogs, and presentations. The analyst will also collaborate closely with global and Asia-Pacific software research teams, contributing a Japan-specific perspective to research initiatives and supporting IDC's overall thought leadership in the market.

< What You'll Do >

- Planning and execution of research on software and writing research reports. Additionally, conducting historical market estimates and forecasts for data products of the software market.
- The research covers the overall Japanese software solutions market, including Applications, Middleware, System Infrastructure Software with SaaS, PaaS, AI, 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 Software and AI related subscription and custom services.
- Presentation at the internal/external events regarding software/AI market, presentation at IDC's events, engagement in consulting projects.
- Collaboration with global analysts for research and business development.
- Relationship establishment with software and AI 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 IIAR 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
*Hybrid work model with occasional travel

【Work Location】
In accordance with company regulations

【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】

- Those who have working experience in software architect, development and implementation support, marketing,

and/or business planning at IT vendors, system integrators, consulting firms, or software or AI providers, and knowledge of software technologies, solutions, and markets. Alternatively, candidates with experience in selecting and implementing SaaS/PaaS at user companies, or planning and managing systems including cloud solutions, and who possess knowledge of cloud technologies and products, are also eligible.
- English proficiency: Superior conversation, e-mail communication (read and write)
- Japanese: native level (reading, writing, and speaking)
- PC skill: Excel (pivot table creation/utilization skill), Word, PowerPoint
- College graduate or above

*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