Solution Consultant, Tokyo

Job Information

Hiring Company
International Data Corporation Japan

Job ID
1610070

Industry
Think Tank, Research Institute

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

Work Hours
9:00 ~ 17:30 JST

Holidays
In accordance with company regulations

Refreshed
November 6th, 2026 01:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Identify customer challenges and drive the process from proposal design to coordinating internal and external resources, through to proposal and pricing development.
- Collaborate with sales and analysts to demonstrate the ability to develop proposals that lead to solutions for complex customer challenges.
- Work that has a significant social impact, influencing global technology strategies and investment decisions.
- In addition to a hybrid work arrangement, the company offers time off on August 19, year-end and New Year's holidays, and volunteer leave.

【Job Responsibilities】

< About the Role & Team >
IDC is hiring a Solution Consultant based in Tokyo to design and scope high-impact, client-specific consulting solutions during the pre-sales process. Solution Consultants are a small, elite global team that is integral to driving IDC's custom business. This is a highly visible, client-facing role for someone who thrives at the intersection of sales, client solutioning, strategy, and delivery. Solution Consultants partner with IDC's sales executives to shape custom opportunities, translating complex client needs into impactful solutions.

< What You'll Do >

- Pre-sales partnership — partner with Sales teams to understand client needs and shape tailored, high-impact custom research and advisory proposals during the pre-sales process.
- Solution design — apply domain, practice, customer, and product expertise to translate complex client requirements into feasible, scalable solutions aligned with IDC's capabilities.
- Feasibility validation — validate feasibility with Client Delivery leads and consult with analyst subject matter experts (SMEs) to ensure every proposal can be delivered successfully.
- Resourcing — identify internal and external resources (analysts, data teams, research vendors) needed to fulfill project requirements.
- Proposal development — develop and price proposals with a focus on clarity, accuracy, and delivery viability.
- Delivery handoff — enable a seamless handoff to delivery teams by ensuring complete, clear project scope, and serve as a strategic problem-solving partner through key delivery milestones.
- Account growth — monitor client accounts for future project, cross-sell, and upsell opportunities to support continued revenue growth.

< 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】
9:00 ~ 17:30 JST

【Work Location】
Hybrid, based in Tokyo.
*Approximately 10–15% travel expected (client-facing role).

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【What You Bring】

- Bachelor's degree in business, marketing, market research, or a related field; MBA a plus.
- 7+ years of experience in management consulting, market research, or technology sales/business development (BD); prior project management (PM) or sales-scoping experience preferred.
- Strong working knowledge of vendors in the hardware, software, services, and telecommunications spaces, particularly in how those companies engage in strategic planning, going to market, and growing their sales.
- Understanding of how market research firms operate and serve their customers. Specific knowledge of IDC's and other market research firms'; coverage and product portfolio, custom proposal development, and deal pricing will be valuable.
- Strong business-development writing skills, professional client-facing presence, cross-functional collaboration, sound risk-assessment judgment, and comfort operating with ambiguity in a fast-paced, matrixed environment.
- Fluency with Microsoft Office's suite of products, particularly Word, PowerPoint, and Excel, required. Experience with Salesforce.com will be valuable.

Company Description