



Research Manager, Physical AI & Industrial Robotics, Japan

Job Information

Hiring Company

[International Data Corporation Japan](#)

Job ID

1610075

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

September 25th, 2026 00:00

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- Analyze the overall AI market and drive market research and forecasting for Physical AI and industrial robotics
- Delve deeply into growth areas within AI and robotics to generate proprietary market data and reports
- Influence industry decision-making through client briefings, presentations, and custom research
- In addition to a hybrid work model, the company offers time off on August 19, year-end and New Year's holidays, and volunteer leave

【Job Responsibilities】**< About the Role & Team >**

Lead research on the overall AI market and reporting of findings in collaboration with analysts across infrastructure, software,

and services, with a particular focus on spearheading research in the Physical AI and Industrial Robotics space. Market trends, competitive landscapes, and market forecasts for Physical AI — an area expected to drive significant growth in the domestic AI market — are in high demand among client organizations, making this role a strong driver of deeper client engagement. As few research firms have yet to seriously cover Physical AI, there is a clear expectation for differentiated, unique research output, along with a meaningful contribution to the company's overall revenue performance.

< What You'll Do >

- Internal collaboration — collaborate with infrastructure, software, and services analysts within the AI research group.
- Cross-functional coordination — coordinate with hardware, software, and services analysts outside the group.
- Physical AI research — conduct Physical AI research, and produce market data and written reports covering current conditions and future market forecasts.
- Supplementary research — conduct supplementary research on IoT products, robotics products, and AI devices related to Physical AI.
- User surveys — conduct user enterprise surveys on the AI market.
- Client engagement — support user briefings, speaking engagements, and custom research projects covering AI hardware, Physical AI, and robotics.

< 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】

9:00 ~ 17:30 JST

【Work Location】

Hybrid, based in Tokyo.

*Work Model — hybrid (combination of remote and on-site work).

*Travel — occasional international travel opportunities.

【Holidays & Leave】

In accordance with company regulations

【Benefits & Welfare】

In accordance with company regulations

Required Skills

【What You Bring】

- Education & Certifications — a degree in engineering is preferred but not mandatory.
- Relevant Experience — prior experience at an AI vendor, AI hardware vendor, system integrator, or software vendor is preferred but not required; engineering experience in areas such as factory automation is also a plus.
- Technical Skills — proficiency in Microsoft Excel, Word, and PowerPoint; database operations; and a solid understanding of hardware and software architecture.
- Personal Attributes — strong English communication skills (reading, writing, and speaking); interviewing skills; presentation skills; and data analysis capabilities.

Company Description