Research Manager, Digital Spending & Tech Buyer Research, JP

Job Information

Hiring Company
International Data Corporation Japan

Job ID
1610077

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
October 30th, 2026 13:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Daily Conversation 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≫

- Conduct research on IT investment in Japan’s digital market by industry, and be responsible for report writing, market forecasting, and company research
- Delve deeply into digital transformation and IT investment trends in the manufacturing sector, and contribute to market analysis by leveraging your expertise
- Collaborate with international analysts to incorporate insights into the Japanese market into global research and recommendations
- In addition to a hybrid work arrangement, the company offers time off on August 19, during the year-end and New Year holidays, and volunteer leave

【Job Responsibilities】

< About the Role & Team >
In this position, we are looking for an analyst to lead Japan Digital Spending market research and to support Tech Buyers research. The analyst will be responsible for the CIS program, “Japan Digital Business Spending by Industry,” the Special Report “Japan Manufacturing IT Spending Trends, 2027,” and the Tech Buyers program (GTAP and SAS).
The analyst will conduct ongoing research and analysis of trends in the overall IT market by industry in Japan and provide customers with the deep knowledge and insights gained. In addition, the analyst will work with global and Asia/Pacific analysts across Tech Leader/Industries to contribute to IDC's thought leadership in this market from a Japanese perspective. We are particularly looking for candidates with expertise in the manufacturing sector.

< What You'll Do >

- Research & analysis — plan and execute research on the Japan Digital Market and industry-focused areas, and write research reports, in addition to supporting the Tech Buyers program (GTAP and SAS).
- Market coverage — cover the overall Japan Digital Market and Tech Buyers program.
- Manufacturing focus — where possible, focus research and analysis on trends in digital adoption and IT spending within the manufacturing sector.
- Methodology — 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 — support business development of cloud-related subscription and custom services.
- External presentations — present at external events regarding the cloud market and at IDC's own events, and engage in consulting projects.
- Global collaboration — collaborate with overseas analysts on research and business development.
- Vendor relationships — establish and maintain relationships 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 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】
Tokyo

【Holidays & Leave】
In accordance with company regulations

【Benefits & Welfare】
In accordance with company regulations

Required Skills

【What You Bring】

- Working experience in development and implementation support, marketing of IT solutions for end users, and/or business planning of IT markets at IT vendors, system integrators, or consulting firms, along with knowledge of digital technologies, IT solutions, and the Japan IT market. Alternatively, experience in planning, selecting, implementing, and managing IT solutions at end-user companies, with knowledge of digital technologies and IT products, is also eligible. Expertise in the manufacturing sector, with the ability to conduct related research, is a strong plus.
- English proficiency — basic conversation and e-mail communication (read and write).
- Japanese — native level (reading, writing, and speaking).
- PC skills — Excel (pivot table creation/utilization skill), Word, PowerPoint.
- College graduate or above.

Company Description