New Business Account Executive, Growth Technology Vendors

Job Information

Hiring Company
International Data Corporation Japan

Job ID
1610081

Industry
Think Tank, Research Institute

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
12 million yen

Work Hours
9:00 ~ 17:30 JST

Holidays
In accordance with company regulations

Refreshed
November 27th, 2026 12:00

General Requirements

Minimum Experience Level
Over 3 years

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≫

- You will be responsible for the entire sales cycle—from prospecting new customers to closing deals—for growing technology companies with annual revenue under $1 billion.
- As a “hunter” sales representative specializing in new business development, you’ll take on the challenge of everything from strategy development to outreach and closing deals.
- You’ll propose IDC’s wide range of products and services and support business expansion by negotiating with the executive leadership of growing companies.
- 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 >
We are seeking a highly motivated and results-driven New Business Account Executive to drive net-new logo acquisition within our Growth Technology Vendor segment. This is a true hunter role, focused exclusively on acquiring new clients across IDC's full portfolio of products and capabilities. The ideal candidate is a proactive self-starter who thrives in a competitive environment, takes ownership of their territory, and uses smart, creative prospecting strategies to break into emerging and high-growth technology vendors.

< What You'll Do >

- Territory strategy — own and execute a net-new logo strategy within a defined territory of technology vendors under $1B in revenue.
- New business acquisition — prospect, engage, and close new business opportunities across IDC's product suite.
- Target planning — develop and manage a strategic target list of high-growth technology companies.
- Sales cycle ownership — drive full sales cycle execution from outreach through close.
- Pipeline management — maintain accurate forecasting and pipeline management in Salesforce.
- Cross-functional collaboration — collaborate cross-functionally to ensure strong client onboarding and long-term success.

< 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】

- 2-3 years of quota-carrying sales experience, along with strong written, analytical, and verbal communication skills.
- 3+ years of B2B sales experience, ideally in a new business or hunting role.
- Demonstrated success closing net-new logos.
- Strong prospecting and outbound sales capabilities.
- Experience using Salesforce with disciplined pipeline and forecasting management.
- Ability to operate independently while contributing to a collaborative sales culture.
- English Communication Skills — TOEIC score 700+ preferred.
- Highly creative and capable of working in a fast-paced and collaborative environment.
- Good experience working with senior-level decision makers.
- Preferably from an ICT background.
- Educational Requirements — Bachelor's degree preferred.
- Hands-on experience utilizing AI tools such as ChatGPT for research support, data analysis, idea generation, and productivity enhancement.

Company Description