

DRACCOON

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Press Report

DRACCOON recruits Marc Kieffer for the channel support

Mark Kieffer will look after the development and expansion of the channel program on an international level. To the German specialist for Enterprise File Sharing he brings over 20 years of experience in indirect sales, including at Ingram Micro and Corel.

DRACCOON, provider of solutions for Enterprise File Sharing, has named Mark Kieffer as Senior Manager Channel Sales. Kieffer took over the task in April. He should take over the development and expansion of the channel program on an international level for the provider from Regensburg. In addition to developing the partner program for resellers, his tasks also include supporting OEM and technology partners.



As Senior Manager Channel Sales at Dracoon, Mark Kieffer is in charge of building the indirect sales for the Enterprise Filesharing Solution of the company in Regensburg.

Photo: Dracoon

Mark Kieffer began his professional career in the sales department of Ingram Micro as customer manager. He worked there as Product Manager Purchasing from 2000 to 2004 and then joined Corel first as Distribution Manager DACH, later as Manager Channel Sales DACH and Senior Manager Sales DACH, Benelux and Scandinavia. Since 2017 Kieffer worked at Milestone Systems, a provider of IP-video surveillance software, as Country Manager DACH.

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There he was also responsible for the further expansion and support of the technology partners.

“In my opinion DRACCOON has the right product at the right place at the right time. I will do my utmost to ensure that the area entrusted to me, in close cooperation with the partners, becomes one of the most important sales pillars in the company”, says Kieffer.

According to Arved Graf von Stackelberg, Managing Director Sales & Marketing at Dracoon “important milestones” were already set in the first few weeks of the cooperation. “Mark Kieffer acts 100 % channel-oriented. With him, we have gained an experienced man who has a great deal of know-how in the channel and partner area.”