



JAN RIECHER
Vice President and General Manager
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HEWLETT-PACKARD COMPANY

Jan Riecher is vice president and general manager of the U.S. Graphics Solutions Business (GSB) in the Imaging and Printing Group (IPG) at HP. In this role, Riecher leads efforts in the graphic arts market, including overall regional responsibilities for large-format printers (HP Designjet and HP Scitex), HP Indigo digital presses, the Inkjet High-speed Production Solutions division (HP Inkjet Web Press), HP Specialty Printing Systems and Light Production Solutions.

Previously, Riecher led the Enterprise Go-to-market Unit for IPG in the Europe, Middle East and Africa (EMEA) region, where he was accountable for profitable revenue growth for the enterprise product categories and for the enterprise and public sector customer segments.

Riecher also managed the sales organization for IPG's Corporate Enterprise and Public Sector Business in EMEA. In this role, he was responsible for defining and driving the customer segment sales strategy.

Riecher joined HP in 1989 as a product manager in Germany. After holding several management positions in product marketing, he moved into the sales organization in 1993. From 1993 to 1999, he served in several sales management roles before joining the EMEA organization.