

# FLORIAN ZIESCHE

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## Summary

Former startup CEO who built and scaled an AI SaaS company to BMW, Siemens, and Bosch—raised €5.5M+. Transitioning to venture, evaluating AI companies from the architecture layer up. VC Lab Fellow (Decile Group, Cohort 6).

## Experience

### Fellow & Fund Builder — Ainary Ventures

2025 – Present

*AI-Focused Venture Fund* | VC Lab (Decile Group), Cohort 6

New York, NY

- Building an AI-focused fund with thesis on vertical AI, enterprise software, and founder-operator advantage
- Executing full fund lifecycle: deal sourcing, due diligence, portfolio construction, financial modeling, and LP outreach
- Building pipeline of AI-native startups across vertical SaaS and enterprise automation

### Managing Director & COO

2021 – 2024

*36ZERO Vision GmbH — Cloud Computer Vision SaaS for Manufacturing*

Munich, Germany

- Managed P&L and cross-functional operations within a 150-person organization; reported directly to the board
- Raised €1M in operating capital from European investors; grew total contract value 200%+ to \$1.025M in one year
- Closed enterprise deals with 5 of Germany's 10 largest manufacturers: BMW, Siemens, Bosch, Magna, Linamar
- Led C-level strategic partnerships with SAP, Bosch Rexroth, and Siemens to expand distribution and product integration
- Drove product roadmap for AI/ML-powered visual inspection platform deployed across automotive production lines

### CEO & Co-Founder

2017 – 2021

*36ZERO Vision / Deutschdata GmbH — AI/ML Consulting → SaaS Pivot*

Munich, Germany

- Founded AI/ML consulting firm and led strategic pivot to scalable SaaS product; built team from 0 to 10+
- Raised €3M equity (Pre-Seed + Seed) from European and US investors; secured €1.5M in non-dilutive R&D grants
- Led end-to-end product development: technical discovery, customer validation, enterprise sales, and go-to-market
- Architected cloud-based computer vision pipeline processing 100K+ images/day for manufacturing quality control

## Technical Projects & Open Source

- **AI Agent Evolution Experiment:** Designed and ran autonomous multi-agent experiment with 100 AI agents across 10 cognitive strategies—published results, 13K+ LinkedIn interactions
- **CNC Planner Pro:** Open-source manufacturing cost calculator (6,100+ LOC), validated against production ERP within  $\pm 10\%$  accuracy
- **Production RAG System:** Designed and deployed retrieval-augmented generation system achieving  $<0.2\%$  hallucination rate; built with Python, FastAPI, and ChromaDB
- **Multi-Agent AI Architecture:** Engineered agentic workflow with specialized agents (Questioner, Researcher, Validator, Reporter) for automated executive research
- **Stack:** Python, TypeScript, FastAPI, React, LangChain, ChromaDB, Docker, CI/CD—full-stack production systems

## Education

### M.Sc. Business Administration — Technology & Management

2019

*Technical University of Munich (TUM)*

Munich, Germany

### B.Sc. Business Administration

2017

*Technical University of Munich (TUM)*

Munich, Germany

## Additional

- **Languages:** German (native), English (fluent)
- **Capital Raised:** €5.5M+ across equity, operating capital, and non-dilutive grants