

# Florian Ziesche

AI FOUNDER · B2B SAAS GTM · +\$5M RAISED

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[LinkedIn](#) · [GitHub](#) · [Ainary](#)

Grew up in a 25-employee family manufacturing business. Built an AI company from zero to \$1M+ ACV, 327% revenue growth (BMW, Siemens, Bosch). +\$5M raised, team of 15. Now building full-time on AI agents that automate GTM end-to-end. I know what SMB operators need because I grew up watching one run: less complexity, more booked jobs, provable ROI. Ready to go from V1 to first customers to seed round. Based in New York.

## EXPERIENCE

### Operating Founder & AI Consultant

2025 – Present

[Ainary Ventures](#) · U.S. & Germany

- **AI GTM Agents:** Running multi-agent workflows daily for lead capture, qualification, outreach, and follow-up. Built the execution infrastructure underneath: planning, memory, end-to-end task completion.
- **SMB Pilots:** Deploying AI systems for German SMBs. Pilot design, pricing, onboarding, and measurable ROI tracking from week one.
- **Consulting:** Founder-operator advisory for German/US startups. Helped raise \$700K, YC admission. US market entry strategy and go-to-market coaching.

### VC Lab Fellow

2026 – Present

[Decile Group / Founder Institute](#), Cohort 6 · New York

- **Fund Thesis:** AI-native vertical SaaS. Core conviction: agent capability is commoditizing. The winners build trust, workflow integration, and compound distribution into SMB verticals.
- **Deal Flow:** Sourcing and conducting technical due diligence on early-stage AI startups. Evaluating architecture, data moats, and GTM fit.

### Co-Founder & CEO | CRO

2019 – 2024

[36ZERO Vision GmbH](#) · Munich, Germany

- **0 → 1 → Scale:** Built AI visual inspection SaaS from first line of code to production deployment on automotive lines. Launched V1 in 6 months, first paying customer in 9.
- **Revenue Engine:** Grew ACV from \$240K to \$1M+ in one year (327%). 9% monthly pipeline growth. Designed pricing, ran pilots, converted trials to multi-year contracts.
- **Fundraising:** Raised \$3.5M equity (Pre-Seed & Seed) from European and US investors plus \$1.5M in non-dilutive grants. Managed 12+ institutional and angel investors.
- **Sales & Partnerships:** Closed BMW, Siemens, Bosch, Magna, Linamar. Built channel partnerships with SAP, Bosch Rexroth, Siemens for distribution into mid-market manufacturers.
- **Team & Culture:** Built international team from 0 to 15+. Board member. Full P&L ownership.

**Other:** Deutschdata GmbH (AI Consulting, Co-Founder), BNP Paribas (ML), BMW AG, BMW Canada (Toronto).

## EDUCATION

### M.Sc. & B.Sc. Business Administration, Technology & Management

2012 – 2019

Technical University of Munich (TUM)

Focus: Finance · Engineering / ML

*Thesis: "Human Interpretable ML for Risk Scoring at BNP Paribas Consors Finanz"*

## PROFICIENCIES

<b>GTM / Founder</b>	SMB & Enterprise Sales · 0→1 Company Building · Fundraising (+\$5M) · Pilot Design · Pricing & Packaging · Team (0 to 15)
<b>AI/ML</b>	Agentic AI · LLMs · RAG · Workflow Automation · Production Deployment
<b>Technology</b>	Python · Agent Frameworks · Cloud (AWS, GCP) · CI/CD · Rapid Prototyping
<b>Affiliations</b>	Alchemist Accelerator · VC Lab (Decile Group) · UnternehmerTUM
<b>Languages</b>	German (native) · English (fluent)