

# Florian Ziesche

AI-NATIVE OPERATOR — GLASSWING VENTURES

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Five years building an AI startup from zero to BMW, Siemens, Bosch — €5M raised, €1M+ ACV. Built production-grade AI systems for manufacturing, navigated enterprise sales cycles, and led technical teams. Now applying that operator lens to venture: evaluating AI infrastructure deals, supporting portfolio companies from the trenches, and building open-source tools for AI agent trust & governance. German-born, built companies in Munich, based in New York.

## EXPERIENCE

### Operating Founder Advisor & AI Consultant

2025 – Present

*Freelance · U.S. & Germany*

- **AI Agent Systems:** Building open-source trust scoring framework for AI agents — calibration, self-evaluation, governance. Designing agent execution platforms with autonomous planning, memory, and end-to-end workflow completion.
- **Fundraising Advisory:** Raised \$300K in initial capital for an early-stage startup. Term sheet advisory, due diligence, data room preparation.
- **Go-to-Market:** US market entry strategy and business plan coaching for international founders entering the American market.

### Co-Founder & CEO | CRO

2019 – 2024

*36ZERO Vision GmbH — Cloud Computer Vision SaaS for Manufacturing · Munich, Germany*

- **Fundraising:** Raised €3.5M equity (Pre-Seed & Seed) from European and US investors plus €1.5M in non-dilutive grants. Managed investor relations across 12+ institutional and angel investors.
- **AI Product:** Led product from prototype to production-grade AI visual inspection system deployed on automotive production lines. Real-time inference, edge deployment, continuous learning.
- **Revenue Growth:** Grew signed annual contract value from €240K to €1M+ within one year (327%). Maintained 9% monthly pipeline growth through enterprise sales motions.
- **Enterprise Sales:** Closed BMW, Siemens, Bosch, Magna, Linamar. Built strategic partnerships with SAP, Bosch Rexroth, and Siemens for channel distribution.
- **Team & Governance:** Built international team from 0 to 15+. Board member. Established AI governance practices for enterprise compliance (ISO 27001 prep, GDPR).

### Co-Founder & Consultant (Applied AI)

2017 – 2019

*Deutschdata GmbH · Munich, Germany*

- **Product Discovery:** Led product discovery and customer validation; translated enterprise needs into MVP scope and prototype delivery for AI/ML use cases.
- **Business Development:** Owned client acquisition and commercial negotiations; won projects through relationship-driven sales and delivery results.

*Other Experience:* BNP Paribas Consors Finanz (ML Risk Scoring), Celgene Corporation, BMW AG, BMW Canada. Details on request.

## EDUCATION

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

2017 – 2019

Technical University of Munich (TUM)

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

*Focus: Corporate Finance, Data Science & Machine Learning*

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

2012 – 2017

Technical University of Munich (TUM)

*Focus: Finance & Accounting, Mechanical Engineering*

## PROFICIENCIES

**AI/ML** Computer Vision · LLMs & Agentic AI · RAG · Trust & Governance Frameworks · Edge AI · MLOps

**Business** Venture Creation (0→1) · Fundraising (€5M) · Enterprise GTM · Financial Modeling · Board Governance

**Technology** Python · LangChain · Cloud (AWS, GCP) · CI/CD · Vibe Coding (Claude, Cursor)

**Affiliations** Alchemist Accelerator · VC Lab (Decile Group) · UnternehmerTUM