

FLORIAN ZIESCHE

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SUMMARY

Operator-turned-investor who raised €5.5M+, scaled an AI SaaS startup to enterprise customers including BMW, Siemens, and Bosch, and managed P&L within a 150-person organization—now building an AI-focused venture fund via VC Lab (Decile Group). Rare combination of hands-on technical depth (production AI systems, full-stack engineering, multi-agent architectures) and C-level commercial experience across fundraising, enterprise sales, and strategic partnerships.

EXPERIENCE

Founder — Ainary Ventures

2025 – Present
New York, NY

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

- 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
- Evaluating 50+ startups; developing proprietary scoring framework grounded in technical and commercial diligence

Managing Director & COO

2021 – 2024
Munich, Germany

36ZERO Vision GmbH — Cloud Computer Vision SaaS for Manufacturing

- 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
Munich, Germany

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

- 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

- **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
- **Open Source:** CNC_Planner_PRO (mfg. cost calculator), Exec-Research-Factory, llm-guide
- **Stack:** Python, TypeScript, FastAPI, React, LangChain, ChromaDB, Docker, CI/CD — full-stack production systems

EDUCATION

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

2012 – 2019

Technical University of Munich (TUM)

Munich, Germany

- Focus: Corporate Finance, Data Science & Machine Learning

ADDITIONAL

- **Affiliations:** VC Lab (Decile Group) — Cohort 6; Alchemist Accelerator — Mentor
- **Languages:** German (native), English (fluent)
- **Capital Raised:** €5.5M+ across equity, operating capital, and non-dilutive grants