

Florian Ziesche

OPERATOR-IN-RESIDENCE: AGENTS — PRIMARY

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[LinkedIn](#) · [GitHub](#)

Operator-founder. Built an AI company from zero to BMW, Siemens, Bosch (€5M raised, 15 people). Now building full-time on agents: compound execution OS on OpenClaw, trust-as-a-currency framework, outcome-based flywheel UI. Benchmarking local models (Ollama, LM Studio) vs. cloud APIs on Apple Silicon. Running daily experiments. Based in New York.

EXPERIENCE

Agent Systems Builder & AI Consultant

2025 – Present

[Ainary Ventures](#) · U.S. & Germany

- **Agent Operating System:** Running OpenClaw as compound execution layer — multi-device (Mac, iPhone), 30+ tool integrations, persistent memory, autonomous task orchestration. Built on top: CV generation system, research pipelines, real-time WebSocket dashboards.
- **Local AI & Evals:** Running Ollama and LM Studio on Apple Silicon. Benchmarking local models vs. cloud APIs for agent task completion — latency, quality, cost. Building open-source agent trust framework: confidence scoring, self-evaluation, outcome tracking.
- **Compound Systems:** Building execution workflows where every task makes the next one better — memory that persists, connections that compound, research that feeds content that feeds revenue. Outcome-based, not tool-based.

VC Lab Fellow — Founder Institute

2026 – Present

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

- **Fund Thesis:** Developing AI-focused venture thesis targeting vertical AI and founder-operator advantage.
- **Deal Flow:** Building proprietary sourcing pipeline and signal intelligence for early-stage AI startups. Conducting due diligence, LP engagement.

Co-Founder & CEO | CRO

2019 – 2024

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

- **Fundraising:** Raised €3.5M equity (Pre-Seed & Seed) plus €1.5M non-dilutive grants. Managed investor relations across 12+ institutional and angel investors.
- **AI Product → Production:** Led product from prototype to production-grade AI visual inspection on automotive lines — real-time inference, edge deployment, continuous learning. Shipped to BMW, Siemens, Bosch.
- **Revenue & GTM:** Grew ACV from €240K to €1M+ in one year (327%). Built channel partnerships with SAP, Bosch Rexroth, Siemens.
- **Team & Company Building:** Built international team from 0 to 15+. Board member. Drove enterprise compliance and AI governance practices (GDPR, data security).

Other Experience: Deutschedata GmbH (AI Consulting, Co-Founder), BNP Paribas Consors Finanz (ML Risk Scoring), Celgene Corporation, BMW AG, BMW Canada.

EDUCATION

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

2012 – 2019

Technical University of Munich (TUM)

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

PROFICIENCIES

Agent Systems	OpenClaw · Ollama · LM Studio · Trust-Scored Autonomy · Compound Memory · Agent Self-Evaluation · Outcome-Based Execution
AI/ML Operator	LLMs · Agent Evals & Benchmarks · RAG · Embeddings · Computer Vision · Edge Inference · Apple Silicon · Venture Creation (0→1) · Enterprise Sales · Team Building (0→15) · Fundraising (€5M) · Board Governance
Technology	Python · LangChain · FastAPI · Cloud (AWS, GCP) · CI/CD · Vibe Coding (Claude, Cursor)
Affiliations	Alchemist Accelerator · VC Lab (Decile Group) · UnternehmerTUM
Languages	German (native) · English (fluent)