

# FLORIAN ZIESCHE

FOUNDER-OPERATOR | VENTURE FELLOW | EU-US BRIDGE

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## PROFESSIONAL SUMMARY

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Five years building an AI startup from zero to \$1M+ ARR and six-figure enterprise contracts. \$5.5M+ raised across equity and grants. German-born, built companies in Munich, now based in New York. Bridging European deep-tech founders with US venture capital. Currently in VC Lab (Decile Group, Cohort 6): AI-focused fund thesis, deal sourcing, due diligence, portfolio construction.

## PROFESSIONAL EXPERIENCE

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### Operating Founder Advisor & Startup Mentor

FREELANCE

2025 – present  
(U.S. & Germany)

*Hands-on founder support for venture readiness and institutional fundraising*

- Helped a company get accepted into **Y Combinator (W26)** as operating mentor
- Raised \$300K in initial capital for an early-stage startup post-engagement
- Term sheet advisory, due diligence organization, data room preparation
- US go-to-market strategy and business plan coaching for international founders

### Co-Founder & Chief Executive Officer | Chief Revenue Officer

[36ZERO VISION GMBH](#)

2019 – 2024  
Munich, Germany

*Cloud computer vision SaaS for manufacturing*

- **Fundraising:** Raised \$3.5M equity (Pre-Seed & Seed) from European & US investors + \$1.5M in non-dilutive grants.
- **Revenue Growth:** Grew annual contract value from \$240K to \$1.025M in one year (327%). 9% monthly pipeline growth.
- **Enterprise Sales:** Closed BMW, Siemens, Bosch, Magna, Linamar. Strategic partnerships with SAP, Bosch Rexroth, Siemens.
- **Product:** Led product from prototype to production-grade AI system deployed on automotive production lines.
- **Team & Leadership:** Built team from 0 to 15+. Board member. Keynote speaker at international industry conferences.

### Co-Founder & Consultant

DEUTSCHDATA GMBH

2017 – 2019  
Munich, Germany

*Prototyped and delivered applied AI solutions for international clients.*

- **Product Discovery & Validation:** Led product discovery and early customer validation to drive build/no-build decisions; translated needs into MVP scope and prototype delivery.
- **Business Development:** Owned client acquisition and commercial negotiations across enterprise engagements; won new projects through relationship-driven sales and delivery results.

**Other Experience:** BNP Paribas (Credit Risk ML), Celgene, BMW AG, BMW CA. Details on request.

## EDUCATION

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### M.Sc. & B.Sc. in Business Administration – Technology & Management

TECHNICAL UNIVERSITY MUNICH (TUM)

2012 – 2019  
Munich, Germany

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

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

## PROFICIENCIES

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<b>Business</b>	Venture Creation (0→1) · Fundraising & Investor Relations · Enterprise GTM · Negotiation (GAP 2022, MIT 2018)
<b>Technology</b>	AI/ML (Python, R, LangChain) · Cloud (AWS, Google Cloud, Azure) · Automation (n8n) · Vibe Coding (Claude, Cursor)
<b>VC Tooling</b>	Decile Hub · PitchBook · Crunchbase · Financial Modeling
<b>Associations</b>	Alchemist Accelerator · VC Lab (Decile Group) · UnternehmerTUM
<b>Languages</b>	German (native) · English (fluent)