

# Florian Ziesche

[f.ziesche.us@gmail.com](mailto:f.ziesche.us@gmail.com) · +1 347 740 1465 · [linkedin.com/in/florian-ziesche](https://linkedin.com/in/florian-ziesche)

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## HOF Capital — VC Associate

After five years as a startup CEO — raising €5.5M, building AI products deployed at BMW, Siemens, and Bosch, and learning what separates fundable companies from impressive demos — I'm looking to bring that operator lens to a fund that values technical depth.

What I bring isn't typical for associate candidates:

- **I evaluate AI from the inside out.** I built a legal AI platform with <0.2% hallucination using multi-agent verification. When I look at an AI startup's architecture, I can tell whether their accuracy claims survive production — or fall apart at scale.
- **I know what founders actually need.** Having raised across three rounds, managed a board, and navigated a pivot, I spot execution patterns — good and bad — because I've lived them.
- **I source deals others miss.** My German/European network surfaces AI-native B2B companies before they enter the US market. European AI talent often builds world-class products but needs help with positioning and market entry.

HOF Capital's portfolio — OpenAI, Anthropic, xAI — signals a deep conviction in foundational AI. What excites me is the opportunity to apply that conviction at the application layer: the vertical AI companies building on top of these models for legal, manufacturing, and healthcare. That's where I've spent my career, and where I believe the next wave of venture-scale outcomes will emerge.

I'd welcome a conversation about how my technical background and founder experience can strengthen HOF Capital's deal sourcing and portfolio support.

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