FLORIAN ZIESCHE

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Summary

Built and scaled an AI SaaS company to BMW, Siemens, and Bosch—raised €5.5M+. Now transitioning to venture through VC Lab (Decile Group), evaluating AI companies from the architecture layer up.

Experience

Fellow & Fund Builder — Ainary Ventures   2025 – Present
AI-Focused Venture Fund | VC Lab (Decile Group), Cohort 6   New York, NY

- 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
- Building pipeline of AI-native startups across vertical SaaS and enterprise automation

Managing Director & COO   2021 – 2024
36ZERO Vision GmbH — Cloud Computer Vision SaaS for Manufacturing   Munich, Germany

- 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
36ZERO Vision / Deutschdata GmbH — AI/ML Consulting → SaaS Pivot   Munich, Germany

- 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

- **AI Agent Evolution Experiment:** Designed and ran autonomous multi-agent experiment with 84 AI agents developing self-improvement strategies—synthesized into production protocol
- **CNC Planner Pro:** Open-source manufacturing cost calculator (6,100+ LOC), validated against production ERP within $\pm$10% accuracy
- **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
- **Stack:** Python, TypeScript, FastAPI, React, LangChain, ChromaDB, Docker, CI/CD—full-stack production systems

Education

M.Sc. Business Administration — Technology & Management   2019
Technical University of Munich (TUM)   Munich, Germany
B.Sc. Business Administration   2017
Technical University of Munich (TUM)   Munich, Germany

Additional

- **Languages:** German (native), English (fluent)
- **Capital Raised:** €5.5M+ across equity, operating capital, and non-dilutive grants