Florian Ziesche

Former Startup CEO · AI/ML Builder · Venture Fellow

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€5.5M+	5 Years	15+	<0.2%
CAPITAL RAISED	AS CEO/FOUNDER	ENTERPRISE CUSTOMERS	AI HALLUCINATION RATE

EXPERIENCE

36ZERO Vision GmbH · Founder & CEO   2019 – 2024
Munich, Germany
- Built cloud computer vision platform for industrial quality inspection; achieved >95% defect detection accuracy with only 5–20 training images
- Raised €5.5M+ total (€4M equity, €1.5M grants); managed cap table, board, and investor relations across 3 funding rounds
- Led team of 12 engineers; shipped product to BMW, Siemens, Bosch, and LEONI across 15+ enterprise deployments
- Secured SAP and Bosch Rexroth partnerships for ERP integration and industrial marketplace distribution
- Advised 10+ German startups on fundraising strategy, pitch refinement, and investor targeting

Independent · AI Systems Architect & Consultant   2024 – Present
New York / Berlin
- Built legal AI platform with <0.2% hallucination rate using multi-agent RAG architecture (BM25 + dense retrieval + cross-encoder re-ranking)
- Developed manufacturing planning software reducing quote calculation time from 90 min to 10 min per part
- Designed compound AI systems with persistent memory, specialized agents, and automated knowledge capture

Venture Institute (VC Lab) · Venture Fellow, Cohort 10   2025 – Present
New York, NY
- Developing AI-focused seed fund thesis: vertical AI for B2B (legal, manufacturing, healthcare)
- Mapped NYC VC ecosystem (30+ funds), built LP pipeline, and developed investment process framework

INVESTMENT PERSPECTIVE

Thesis: AI-native vertical software — companies embedding AI as the core product in legal, manufacturing, and healthcare workflows. Targeting pre-seed/seed where technical diligence and founder empathy are the highest-leverage investor skills.
Edge: I evaluate AI architectures (RAG pipelines, inference costs, data flywheels), not just market slides. 5 years of building production AI means I spot what's real vs. what's a demo.

TECHNICAL EXPERTISE

AI/ML   LLMs, RAG, Multi-Agent Systems, Computer Vision, Active Learning, Fine-Tuning, Prompt Engineering
Stack   Python, TypeScript, FastAPI, React, ChromaDB, LangChain, NVIDIA Jetson, Docker
Business VC Fundraising (€5.5M+), Financial Modeling, Enterprise Sales, Board Management, Pricing Strategy

EDUCATION

Technical University of Munich M.Sc. Mechanical Engineering   2016 – 2018

Technical University of Dresden B.Sc. Mechanical Engineering   2012 – 2016

ADDITIONAL

Languages: German (native), English (fluent)
Location: NYC-based, flexible for travel

Writing: Finite Matter (AI × Leverage)
Interests: Physics, Systems Thinking, Mountain Photography