

Florian Ziesche

OPERATOR-IN-RESIDENCE: AGENTS, PRIMARY

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[LinkedIn](#) · [GitHub](#) · [Ainary](#)

Operator-founder. Built an AI company from zero to €1M+ ACV (BMW, Siemens, Bosch). €5M raised, team of 15. Now building full-time on agents: trust-as-a-currency framework, layered memory architecture, outcome-based execution UI. Testing emerging frameworks as they launch. Thinking in systems that compound. Based in New York.

EXPERIENCE

VC Lab Fellow, Founder Institute

2026 – Present

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

- **Fund Thesis:** AI-native companies + vertical AI. Core belief: agent capability is commoditizing fast. The winners build trust, governance, and compound systems. Thesis informed by building agent systems daily.
- **Deal Flow:** Sourcing and evaluating early-stage AI startups. Due diligence, deal memos.

Founder Operator & Consultant

2025 – Present

[Ainary Ventures](#) · U.S. & Germany

- **Consulting:** Founder-operator advisory for German/US startups. Helped raise \$700K, YC admission. Automated workflows. MVP.
- **OS:** Built on OpenClaw. 30+ tool integrations, layered memory, execution workflows. Anti-entropy rules, verified knowledge base. Flywheel UI combining OS + trust scoring + outcome tracking.
- **Trust & Eval:** Trust-as-a-currency: confidence-scored outputs, threshold-based autonomy (own research). Testing and evaluating emerging agent frameworks.

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 12+ institutional and angel investors.
- **AI Product to 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 (SAP, Bosch Rexroth, Siemens).
- **Tech to Company:** Translated prototype into production-grade product and venture-scale business. Built international team from 0 to 15+.

Other Experience: Deutschdata 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)

Focus: Finance · Engineering / ML

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

PROFICIENCIES

Agents	OpenClaw · Trust-Scored Autonomy · Compound Memory Architecture · Agent Self-Evaluation
AI/ML	LLMs · Agent Eval & Benchmarks · RAG · Embeddings · Computer Vision · Prompt Engineering
Operator	Venture Creation (0 to 1) · Enterprise Sales (0 to 1) · Team Building (0 to 15) · Fundraising (€5M) · Rapid Prototyping
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)