Florian Ziesche

FOUNDING CEO — FUTURESIGHT

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> Five years as CEO of an AI startup — from zero to BMW, Siemens, Bosch. €5M raised, €1M+ ACV, 327% revenue growth. Built the GTM engine from first cold call to enterprise partnerships. Now building AI agent systems for trust & governance — ready to take a validated problem, ship V1, win customers, and raise the seed.

EXPERIENCE

Operating Founder Advisor & AI Consultant   2025 – Present
Ainary Ventures · U.S. & Germany

- **AI Agent Systems:** Building open-source trust scoring framework for AI agents: calibration, self-evaluation, governance. Designing agent execution workflows with autonomous planning, memory, and end-to-end task completion.
- **Fundraising Advisory:** Raised $300K in initial capital for an early-stage startup. Term sheet advisory, due diligence, data room preparation.
- **Go-to-Market:** US market entry strategy and business plan coaching for international founders entering the American market.

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, screening, and conducting due diligence on early-stage AI startups. Portfolio construction modeling.

Co-Founder & CEO | CRO   2019 – 2024
36ZERO Vision GmbH · Munich, Germany

- **Fundraising:** Raised €3.5M equity (Pre-Seed & Seed) from European and US investors plus €1.5M in non-dilutive grants. Managed 12+ institutional and angel investors.
- **AI Product:** Led product from prototype to production-grade AI visual inspection system deployed on automotive production lines. Real-time inference, edge deployment, continuous learning.
- **Revenue Growth:** Grew signed annual contract value from €240K to €1M+ within one year (327%). Maintained 9% monthly pipeline growth through enterprise sales motions.
- **Enterprise Sales:** Closed BMW, Siemens, Bosch, Magna, Linamar. Built strategic partnerships with SAP, Bosch Rexroth, and Siemens for channel distribution.
- **Team & Governance:** Built international team from 0 to 15+. Board member. Drove enterprise compliance documentation and AI governance practices for customer onboarding (GDPR, data security).

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

GTM	Enterprise Sales (BMW, Siemens, Bosch) · Channel Partnerships · Pricing & Packaging · Pipeline Growth (9% MoM)
AI/ML	LLMs & Agentic AI · Computer Vision · RAG · Production AI Deployment · Edge & Cloud
Founder	0 to 1 Company Building · Fundraising (€5M) · Team Building (0 to 15) · Rapid Prototyping
Technology	Python · LangChain · Cloud (AWS, GCP) · CI/CD · Vibe Coding (Claude, Cursor)
Affiliations	Alchemist Accelerator · VC Lab (Decile Group) · UnternehmerTUM
Languages	German (native) · English (fluent)