

Florian Ziesche

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One of few VC candidates who has built AI products, sold to enterprise, AND raised \$5.5M — on both sides of the Atlantic. 5 years as CEO of 36ZERO Vision (computer vision SaaS): scaled to BMW, Siemens, Bosch, 327% revenue growth. Built proprietary AI research infrastructure producing consultant-grade analysis for portfolio support and due diligence. Now transitioning to invest in what I've built. VC Lab Fellow developing AI-focused fund thesis.

EXPERIENCE

Founder — AI Research & Advisory

2025 – Present

Ainary Ventures · U.S. & Germany

- **Research:** Built multi-agent research system producing consultant-grade reports. 14 published research reports on AI agent trust, governance, and enterprise adoption. → ainaryventures.com/research
- **Fundraising:** Raised \$300K for early-stage client through term sheet negotiation and data room preparation.
- **Due Diligence:** AI strategy advisory for startups and SMEs evaluating AI investments.

Co-Founder & CEO → CRO

2019 – 2024

36ZERO Vision GmbH — Cloud Computer Vision SaaS for Manufacturing · Munich, Germany

- **Fundraising:** Raised \$5.5M total — \$3.5M equity (Pre-Seed & Seed) from European and US investors plus \$1.5M+ in non-dilutive grants.
- **Revenue Growth:** Grew signed annual contract value from \$240K to \$1M+ within one year — 327% growth. Maintained 9% monthly pipeline growth.
- **Enterprise Sales:** Closed BMW, Siemens, Bosch, Magna, Linamar. Built strategic partnerships with SAP, Bosch Rexroth, and Siemens.
- **Product:** Led product from prototype to production-grade AI visual inspection system deployed on automotive production lines.
- **Team:** Built international team from 0 to 15+. Board member. Keynote speaker at international industry conferences.

VC Lab Fellow — Fund Formation Program

2025 – Present

Decile Group, Cohort 6 · New York

- **Fund Thesis:** AI-focused investment thesis — vertical AI companies where founder-operator advantage compounds.
- **Deal Flow:** Evaluated 50+ AI startups, deep-dive due diligence on 8 companies.

Co-Founder & Consultant (Applied AI)

2017 – 2019

Deutschdata GmbH · Munich, Germany

- **Product Discovery:** Led product discovery and customer validation to drive build/no-build decisions; translated needs into MVP scope and prototype delivery.
- **Business Development:** Owned client acquisition and commercial negotiations; won projects through relationship-driven sales and delivery results.

ML Engineer (Thesis) — BNP Paribas Consors Finanz · Munich

2018 – 2019

Business Analyst — BMW AG & BMW Canada · Munich & Toronto

2016 – 2017

Commercial Operations Intern — Celgene Corporation · Munich

2015

EDUCATION

M.Sc. & B.Sc. Business Administration — Technology & Management

2012 – 2019

Technical University of Munich (TUM)

Focus: Corporate Finance, Data Science, Machine Learning

PROFICIENCIES

VC Tooling Decile Hub · PitchBook · Crunchbase

Business Venture Creation (0→1) · Fundraising & Investor Relations · Financial Modeling · Enterprise GTM · Negotiation (GAP 2022, MIT 2018)

Technology AI/ML (Python, LangChain, RAG Systems) · Cloud (AWS, GCP) · Multi-Agent Architectures · AI