

Florian Ziesche

AI FOUNDER · B2B SAAS GTM · +\$5M RAISED

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

Grew up in a family-run manufacturing SMB. Built an AI startup from zero to BMW, Siemens, Bosch — +\$5M raised, €1M+ ACV, 327% revenue growth. Now building AI agent systems that automate GTM workflows end-to-end. I know what SMB operators need because I grew up in one and worked the shop floor: they want solutions that work without a dedicated IT team, pay for themselves fast, and don't add complexity. Ready to take a validated problem from V1 to first customers to seed round.

EXPERIENCE

Operating Founder & AI Consultant

2025 – Present

[Ainary Ventures](#) · U.S. & Germany

- **AI Agent Systems:** Using AI agents daily for outreach, research, customer intelligence, and pricing. Built the agent infrastructure underneath: planning, memory, task execution.
- **Consulting:** Founder-operator advisory for German/US startups. Helped raise \$700K, YC admission. Automated workflows. MVP builds.
- **AI Governance:** Designing trust scoring and self-evaluation frameworks for production AI agents — calibration, guardrails, and human-in-the-loop governance.

VC Lab Fellow

2026 – Present

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

- **Fund Thesis:** AI-native vertical SaaS. Core conviction: agent capability is commoditizing — the winners build trust, workflow integration, and compound distribution into SMB verticals.
- **Deal Flow:** Sourcing and conducting technical due diligence on early-stage AI startups. Evaluating architecture, data moats, and GTM fit.

Co-Founder & CEO | CRO

2019 – 2024

[36ZERO Vision GmbH](#) · Munich, Germany

- **0 → 1 → Scale:** Built AI visual inspection SaaS from first line of code to production deployment on automotive lines. Launched V1 in 6 months, first paying customer in 9.
- **Revenue Engine:** Grew ACV from €240K to €1M+ in one year (327%). 9% monthly pipeline growth. Designed pricing, ran pilots, converted trials to multi-year contracts.
- **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.
- **Enterprise & Mid-Market Sales:** Closed BMW, Siemens, Bosch, Magna, Linamar. Built channel partnerships with SAP, Bosch Rexroth, Siemens for distribution into mid-market manufacturers.
- **Team & Culture:** Built international team from 0 to 15+. Board member. Full P&L ownership. Drove compliance, GDPR, and AI governance for enterprise onboarding.

Zerspanungsmechaniker (Dual Apprenticeship)

2009 – 2011

[Maschinenbau Schlottwitz](#) · Family-run manufacturing SMB, Saxony

- Hands-on CNC manufacturing in a family-run SMB. Learned how small manufacturers operate: production planning, cost pressure, customer relationships, and technology adoption decisions from the shop floor.

Other: Deutschdata GmbH (AI Consulting, Co-Founder), BNP Paribas (ML Risk Scoring), BMW AG.

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	SMB & Enterprise Sales · Pilot Design · Pricing & Packaging · Channel Partnerships · 9% MoM Pipeline Growth
AI/ML	Agentic AI · LLMs · RAG · Computer Vision · Production Deployment
Founder	0 → 1 Company Building · Fundraising (+\$5M) · Team Building (0 to 15) · Full P&L Ownership