Florian Ziesche

AI OPERATOR · FOUNDER

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Five years building an AI startup from zero to BMW, Siemens, Bosch — €5M raised, €1M+ ACV. Now building agent systems: an open-source trust framework for AI agents (calibration, self-evaluation, governance) and designing agent execution workflows with autonomous planning, memory, and end-to-end task completion. German-born, built companies in Munich, based in New York.

EXPERIENCE

Operating Founder Advisor & AI Consultant
2025 – Present

Freelance · 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 — Fund Formation Program
2025 – Present

Decile Group, Cohort 6 · New York

- **Fund Thesis:** Developing AI-focused venture thesis targeting vertical AI and founder-operator advantage.
- **Deal Flow:** Sourcing, screening, and conducting due diligence on early-stage AI startups. Portfolio construction modeling.

Co-Founder & CEO I CRO
2019 – 2024

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

- **Fundraising:** Raised €3.5M equity (Pre-Seed & Seed) from European and US investors plus €1.5M in non-dilutive grants. Managed investor relations across 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)

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

PROFICIENCIES

AI/ML	Agent Systems · LLMs & Agentic AI · Self-Evaluation & Trust Scoring · RAG · Computer Vision · Edge AI
Fundraising	€5M raised (Pre-Seed & Seed) · Investor Relations · Due Diligence · Data Room · Term Sheets
Business	Venture Creation (0→1) · Enterprise Sales (BMW, Siemens, Bosch) · Financial Modeling · Board Governance
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)