

Erich Lehmann

Here, in short, is who I am.

I think deeply about what it means to live a good life. I enjoy making things that people love.

I have built two successful companies from the ground up. I can code, I can sell and I have never stopped learning.

Reel

[15 reasons you should hire me](https://erich-reel.vercel.app/)

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Experience

Founder @ DieForschungszulage

Jan 2023 - Present · 2 yrs 4 mos

DieForschungszulage is a Service that helps startups get government funding. I closed €400k of deal volume in the first year and built the entire customer base from scratch.

Co-Founder @ MeetAnyway

Jan 2018 - Dec 2024 · 7 yrs

MeetAnyway helps researchers to organize online conferences. We made over €1M in revenue and had over 30k users in the first two years. I closed over 100 of some of the most renowned research institutes in the world.

Founder @ Academy Ventures

2016 - 2018 · 2 yrs

Studiopost was a free messenger for teachers and parents. We made it to 4k weekly active users. In the end I couldn't get the business model to work - the sales cycles were too long and not profitable enough.

Venture Architect @ Deloitte Digital

2014 - 2016 · 2 yrs

Deloitte Digital helps German DAX companies build new businesses. I was employee #3 and by the time I left we were a team of 40 and closed 5 really big deals. I was not the closer, but I got to watch from some skilled people do it.

Education



Y Combinator

Alumnus of Batch W21



Ludwig-Maximilians-Universität München

Bachelor of Science, Business Administration · 2010 - 2014

Publications



Hermann Simon: Hidden Champions...

https://youtu.be/qjp3yKTa-lc?si=ZLzBXy2Th3ORrzR_



Johannes Hartl: Sinn des Lebens, Freier Wille...

https://youtu.be/G-QTQxhCzHE?si=X0NpqACvn4w0_KcY



The Thousand Brains Theory

<https://buildingher.substack.com/p/the-thousand-brains-theory>



A roadmap to the mind

<https://buildingher.substack.com/p/a-roadmap-to-the-mind>



The basics of predictive processing

<https://buildingher.substack.com/p/predictive-processing>