

Ilya Drigo

CUSTOMER SOLUTIONS LEAD

Customer-facing solutions lead with 9+ years bridging weather & climate science and enterprise product needs. Own technical pre-sales, solution design and post-sale delivery — 50+ B2B projects across insurance, energy, agriculture, oil & gas and maritime, and \$200K+ in directly sourced revenue. Hands-on background in numerical weather prediction, ensemble forecasting and ML makes it possible to scope credible solutions with technical buyers and turn raw model output into products clients can actually integrate.

PROFESSIONAL EXPERIENCE

OpenWeather

May 2026 - Present

Client Solutions Lead • Remote

Global weather-data platform serving developers and enterprise customers worldwide.

- Own technical pre-sales and solution design as the meteorological domain expert in B2B engagements, translating customer requirements into weather-data products across API, bulk data and forecasting use cases.
- Lead the R&D project on extreme weather event forecasting; delivered the research and a correction algorithm for the solar energy forecast model.
- Diagnosed a client-blocking data gap on an enterprise geoscience engagement and proposed the fix.
- Scoped a radar-data product opportunity for an inbound enterprise lead and drove developer-experience improvements to the One Call 4.0 API landing page.
- Founded and host an internal webinar series on weather forecasting (3 sessions delivered, more scheduled), raising meteorological literacy across commercial and engineering teams.

Independent Consultant & Researcher

Oct 2025 - May 2026

Weather Intelligence, ML & Physical Oceanography • Self-employed

- Led a team developing a statistical climate-risk model on the CMIP6 multi-model ensemble: hazard indices, scenario comparison and uncertainty quantification.
- Built an automated probabilistic forecasting pipeline on ECMWF AIFS (deterministic and ensemble), pricing short-horizon temperature outcomes from ensemble spread.
- Delivered B2B weather-data consultancy for large enterprise clients in ESG and climate risk: physical models, API integration and forecast-skill evaluation.
- Productionised an ML-based hyperlocal wind-forecast tool for sailors on top of open NWP data; physical oceanography research with publications forthcoming.

Yandex Weather

Jun 2021 - Oct 2025

Senior Research Meteorologist

Hyperlocal forecasting service across five countries — 80M+ MAU and 100+ B2B clients.

- Primary meteorological consultant and technical lead on 50+ B2B projects: discovery, solution design, delivery and account support; represented the company at 15+ conferences.
- Drove \$200K+ in revenue from 10 climate-risk deals in agriculture and oil & gas — scoped the solutions, presented to C-level stakeholders and negotiated the contracts.
- Led the end-to-end launch of a precipitation nowcasting product (market validation, provider evaluation, A/B testing), delivering +20% ARPU in exposed cohorts.
- Engineered high-resolution WRF hail hindcasting for catastrophe insurance; built a 5-year radar dataset and deep-learning models for extreme precipitation, validated against SYNOP/METAR stations.
- Ran evaluation and procurement of 20+ weather data providers, expanding API coverage by 60%; led WRF optimisations improving urban forecast accuracy by 23%.

Windy.App

Sep 2019 - May 2021

Meteorology Research Lead*R&D lead at a leading mobile weather app for outdoor sports, 10M+ installations.*

- Led technical negotiations and delivery for 15+ B2B forecasting solutions, focused on wind and solar power generation and wind-farm site assessment.
- Architected an enterprise precipitation nowcasting system over multi-radar networks, reaching 75% probability of detection at 10-minute lead time.
- Deployed operational WRF for high-resolution coastal forecasting in Europe and Japan; designed proprietary weather-routing algorithms for maritime services.
- Built the technical and API documentation framework, cutting onboarding time for new B2B clients by 40%.

ITMO University

Sep 2018 - May 2020

Research Assistant*International research and education centre — computational science and AI for hydrometeorology.*

- Developed a novel data assimilation framework coupling the NEMO v3.6 sea-ice model with a deep-learning model trained on satellite observations, improving ice-thickness forecast RMSE by 19%.
- Operated the NEMO sea-ice numerical forecasting model in a research setting, from configuration and forcing to validation against observations.
- Contributed to peer-reviewed research and scientific grants, including applied projects for major oil & gas companies.

EDUCATION**ITMO University**

Sep 2018 - Jun 2020

M.Sc. Applied and Computational Mathematics (Big Data & Machine Learning) — GPA 4.7/5

Moscow State University

Sep 2014 - Jun 2018

B.Sc. Hydrometeorology (Oceanography) — GPA 4.85/5, diploma with honours

KEY COMPETENCIES

Weather & climate	NWP (WRF-ARW, MPAS, NEMO), AI weather models (ECMWF AIFS, GraphCast, Pangu-Weather), ensemble and probabilistic forecasting, forecast verification and skill scoring, radar nowcasting, climate risk and CMIP6, GRIB2, NetCDF4, HDF5, Zarr
ML & data science	PyTorch, TensorFlow, scikit-learn, deep learning on spatiotemporal data, statistical downscaling and bias correction, uncertainty quantification, model evaluation, MLOps
Programming & data	Python, R, Fortran, Bash, SQL; Xarray, [Geo]Pandas, NumPy, SciPy, Dask, ClickHouse, xclim, MetPy
Infrastructure	Linux, Git, Docker, Ansible, AWS, S3, Airflow, HPC/Slurm, OpenMP/MPI, ETL pipelines, CI/CD
Client & business	Technical pre-sales, solution design, requirements discovery, B2B negotiations, onboarding and integration support, API documentation, stakeholder presentations, Agile, OKRs, mentoring