

STRATOS THEODOROU

CLOUD, DATA & APPLIED AI

Hands-on engineer | Technical co-founder | From proof of concept to production

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Product-minded, hands-on engineer and technical co-founder with 15+ years of turning customer problems into cloud platforms, real-time data services and AI solutions. Takes engagements from discovery and architecture through proof of concept to production, and stays accountable afterwards. Built the proof of concept for WeatherXM's real-time data platform, which now streams data from 10,000 weather stations, and the weather-data service behind Greece's national electricity-grid balancing. Currently leading company-wide adoption of knowledge-grounded AI agents across engineering, support and operations.

10,000

Weather stations streaming real-time data into the WeatherXM platform

National grid

ADMIE's weather-data service for grid balancing; two years in production

10 years

Sole technical and customer owner for Fysiko Aerio's forecasting data

€500k+

Follow-on projects opened by an industrial IoT pilot at Olympia Odos

PROFESSIONAL EXPERIENCE

WeatherXM | Co-founder

2021–present

Founder & Builder, 2025–present | Chief Product Officer, 2023–2025 | Head of Engineering, 2021–2023

- **Real-time data platform.** Built the proof of concept and helped build the production WeatherXM platform, which ingests real-time data streams from 10,000 weather stations: multi-instance ThingsBoard, Kafka and PostgreSQL. Built the first Android app and client-facing API; later created the Product & R&D team and led WeatherXM Pro's product and design work.
- **Company-wide AI adoption.** Led the move to agent-led work across software, support and business operations in a company with 160 repositories. Recommended and helped implement the specification for the shared company knowledge base (Open Knowledge Format) and configured integrations for a Slack-based agent that analyses support tickets and leads, gathers requirements, writes code and operates cloud infrastructure.
- **AI governance in practice.** Helped implement multi-agent workflows from requirements and architecture to automated code review and deployment, with approval matched to risk: low-risk website changes ship directly; changes to backend services used by thousands of customers require a human-reviewed pull request.
- **Retrieval-grounded support.** Helped introduce a Dify-based first-line support agent grounded in help-desk documentation, historical tickets and internal knowledge, with escalation to a person.
- **New AI product.** Built agent.weatherxm.com end to end: a weather-data API that AI agents discover and pay for per request (x402), marketplace listings and automated deployment on Cloudflare.
- **Forecasting & data science.** Built a backtesting pipeline that evaluates a time-series foundation model (TimesFM) on station data against weather prediction markets; evaluated ML weather models (GenCast, Aurora, AIFS ENS) and XGBoost post-processing for point-location wind forecasts.
- **Prototyping & technical communication.** Proposed a mobile AI assistant and led two AWS AI hackathon teams; the assistant reached production within one month. Presented the teams' work and co-presented the AWS for Startups keynote, October 2025.

Ex Machina | Co-founder

May 2015–present

Full-stack and cloud engineering, customer delivery and UX

- **ADMIE | National electricity-grid operations.** Independently designed, built and operated the weather-data backend used by Greece's electricity transmission system operator for grid balancing: Node.js services, message queues and document storage. Migrated the production system to Azure single-handedly. Two years in production.
- **Fysiko Aerio | Ten-year customer ownership.** Sole owner of technical delivery and the customer relationship since 2016. Built and maintain the weather-data services behind gas and electricity demand forecasts for Athens and Thessaloniki; reviews requirements with the customer annually and adapts the systems as they evolve.
- **Olympia Odos | Industrial IoT, from pilot to expansion.** Built the edge and cloud stack for a motorway-tunnel jet-fan monitoring pilot: RevPi gateway, local time-series storage and processing, synchronization with ThingsBoard. Installed and commissioned sensors on site overnight, performed FFT-based vibration analysis and co-authored the customer report with a project partner. The pilot led to a €200,000 follow-on project and opened the way for a €300,000–€400,000 smart-camera situation-awareness project on the same platform.

- **Edge AI video analytics.** On the smart-camera project, helped build the edge-to-cloud pipeline: machine-vision algorithms running on NVIDIA edge devices, streaming detection events to the cloud platform.
- **Integrations & partnerships.** Connected Amazon, WooCommerce, the ERP and logistics-partner APIs. Led the Meteoblue integration and reduced its cost; supported customer demos, partner discussions and IoT pilots. Rebuilt exm.gr for discovery by AI assistants, bringing in pilot enquiries from customers who found the company through ChatGPT or Claude.

TECHNICAL CAPABILITIES

Solution engineering Requirements discovery, architecture trade-offs, proofs of concept and pilots, customer demos, technical proposals and UX-led product design.

Data Real-time streaming and IoT ingestion at scale (10,000-station network; Kafka, MQTT, edge gateways); edge video-analytics event streams; PostgreSQL, MySQL and MongoDB in production applications (earlier Cosmos DB); SQL; data-lake querying and ETL (Athena, Glue); forecasting, backtesting and signal analysis.

Cloud & distributed systems Cloud infrastructure, cross-cloud migration, event-driven architectures, messaging, caching, object storage and edge networking. AWS and Cloudflare; earlier production work on Azure.

Applied AI Knowledge-grounded (RAG) assistants, multi-agent workflows, tool and system integrations, risk-based human review. OpenClaw, Dify, Claude and Codex; currently exploring Azure AI Foundry.

Software & integration Full-stack web and mobile, REST APIs, third-party integrations, GitHub-based CI/CD. TypeScript / Node.js, Java / Android.

EARLIER EXPERIENCE

Globo | Lead Android Developer

Jan 2014–Nov 2015

Led six developers while building core enterprise-app functionality and modernizing the Android user experience.

OpenCanvas | Co-founder, Android & Mobile UX Engineer

Feb 2013–Jan 2014

Built the Android SDK, demo app and automated white-label build infrastructure; co-designed the cross-platform user experience.

NCSR Demokritos | Research Associate

Sep 2011–Feb 2013

Developed transport and security applications for EU FP7 research projects and contributed to technical proposals.

Mobzili | Android Developer & UI Designer (part-time)

Mar 2011–Feb 2013

Designed and developed 16 Android applications for cities, universities, museums and other clients.

EDUCATION & LANGUAGES

MSc, Human-Computer Interaction with Ergonomics | UCL | 2010

Dissertation hosted by Sony Computer Entertainment Europe; awarded Distinction.

MEng, Electrical & Computer Engineering | Aristotle University of Thessaloniki | 2008

Languages Greek: native | English: full professional proficiency