Joe Sullivan

VP of Strategic Development

URBINT

Joe began his career as a broadcast meteorologist in several television markets in the MidWest. Seeing the need for weather expertise in the Energy industry, Joe joined NextEra Energy in 2007 managing product, meteorologists, sales consultants and machine learning scientists. Joe quickly recognized the value of machine learning combined with weather and its value to energy operations and markets. In 2012, Joe joined The Weather Company as a sales executive. In his time at The Weather Company, Joe worked with some of the largest energy and agriculture commodities firms and utilities. In 2016, The Weather Company was acquired by IBM and Joe assumed a full-time role within IBM's Energy and Utilities practice selling advanced weather and analytics to utilities. Prior to joining Urbint, Joe led sales for a new company leveraging metamaterial technology for remote connectivity to power plants. At Urbint, Joe works with some of North America's largest utilities solving operational and safety challenges through the latest data, software and artificial intelligence technologies. This technology drives accuracy and ease of use that quickly solve problems related to damage, leaks, safety and scheduling.