

Thomas Egli

Nationalities: Swiss / Canadian

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CORE COMPETENCIES

Blue economy and sustainable finance advisor with 20 years' experience designing, managing and scaling programmes that help coastal enterprises translate sustainability priorities into investable strategies and practical delivery models. Extensive experience developing impact strategies, leading capacity building, facilitating workshops and multi-stakeholder dialogue, and aligning businesses, communities, investors, and institutions around shared implementation pathways. Skilled in contributing to the design of financing mechanisms and technical assistance structures that incorporate natural capital, ecosystem services, and operational realities into credible blue economy solutions for decision-makers.

- **Impact frameworks & finance** · blended finance, natural capital, ESG & risk analysis, investment readiness
- **Facility & instrument design** · eligibility criteria, risk allocation, TA setup, monitoring & evaluation, pipeline screening
- **Capacity building & facilitation** · trainings, workshops, stakeholder dialogue, technical translation, knowledge transfer
- **Team delivery & communication** · interdisciplinary collaboration, technical briefs, impact narratives, storytelling
- **Landscape & market analysis** · financial mapping, stakeholder interviews, needs assessments, strategic positioning

CAREER HISTORY

- SustainaSea Blue Economy Advisors** 04.2024 – present
Founder & Lead Advisor
Lead advisory that develops impact frameworks, investment cases, financing structures, and partnership roadmaps linking coastal resilience priorities to bankable opportunities. Advise SMEs on sustainability and impact storytelling. Design and facilitate multi-stakeholder events and workshops that align blue economy roadmaps and refine finance facility positioning.
- Fondation Africa Sophia** 06.2020 – present
President of the Board
Chair the board of a EUR 1.5 M foundation focused in livelihoods and rural development in West Africa, overseeing strategy, governance, partnerships, and direct impact investments in fair trade value chains.
- Maldives Seafood Processors and Exporters Association** 04.2025 – 09.2025
Sustainability Director
Lead sustainability engagement for the Maldivian seafood processing sector by aligning processors, government, and buyers on sourcing, traceability, and fishery improvement.
- Blue Alliance Marine Protected Areas** 06.2023 – 04.2024
Blue Economy Vice-Director
Developed blue economy strategies for MPAs by identifying investable coastal business models and helping structure reef-positive enterprises and blended finance solutions.
- Blueyou Consulting LTD** 09.2017 – 09.2022
Fair Trade Program Manager & Supply Chain Manager
Delivered multi country fair trade and sustainability programs across fisheries and aquaculture. Built sustainable seafood sourcing systems by improving traceability, coordinating supply and logistics, and supporting product development and market access.
- TEP Energy GmbH** 06.2016 – 04.2017
Energy Analyst & Intern
Conducted applied energy analysis, contributing technical inputs and reporting for energy and climate-related modelling.
- Swiss Federal Institute for Forest, Snow, and Landscape Research** 06.2015 – 04.2016
Research Assistant & Intern
Supported environmental research and translated technical findings into reports and training materials for wider audiences.

National Geographic Student Expeditions <i>Trip Leader & Education Consultant</i> Led international student expeditions and taught field conservation and photography while managing travel logistics and learning programmes	06.2010 – 04.2014
Department of Fisheries and Oceans Canada <i>Fisheries Research Consultant & Dive Survey Leader</i> Led fisheries research expeditions and dive surveys with fishers, First Nations, and industry partners, producing stock and habitat data and technical reports for management decisions.	09.2010 – 06.2013
Vancouver Aquarium. Marine Science Centre <i>Naturalist & Field Researcher</i> Delivered marine education and public outreach as a naturalist and field researcher, translating science into engaging visitor experiences.	06.2003 – 04.2013

EDUCATION

Swiss Federal Institute of Technology, Zürich (ETHZ) Certificate of Advanced Studies in Sustainable Finance (ongoing) NADEL – Global Cooperation and Sustainable Development	2024 – 2025
Swiss Federal Institute of Technology, Zürich (ETHZ) Master of Science in Environmental Sciences Human-Environment Systems (Environmental Management & Policy)	2013 – 2016
University Centre in Svalbard, Norway Master of Science in Arctic Ecology Field Course: Ecosystem Based Management of Arctic Marine Ecosystems	09 – 11.2015
University of Queensland, Australia Bachelor of Science in Biology Study Abroad Student Exchange	01 – 12.2000
University of Vancouver, Canada Bachelor of Science in Biology Specialisation in Ecology	1997 – 2002

PUBLICATIONS

IUCN Podcast: “Investing for Ocean Impact” Becoming bankable: what impact investors expect A visit to a shrimp farm in Indonesia	2021
TEDx Talk: TEDxZuriberg The Last Wild Food	2018
Evaluating ecosystem service trade-offs with wind electricity production in Switzerland. Renewable and Sustainable Energy Reviews 67:863-875	2017
Erweiterung des Gebäudeparkmodells gemäss SIA-Effizienzpfad Energie. Bundesamt für Energie BFE Bern	2016
Survey of northern abalone, <i>Haliotis kamtschatkana</i>, populations in Queen Charlotte Strait, British Columbia, May 2009. Can. Manuscr. Rep. Fish. Aquat. Sci. 2954	2011

LANGUAGES

English	Native
French	Fluent
Swiss German	Fluent
German	B1
Spanish	B1

INTERNATIONAL PROJECTS AND CONSULTING ASSIGNMENTS

Date	Company	Location	Position	Key activities and responsibilities
08.2025 – 03.2026	Asian Development Bank (ADB) & Finance Earth & Blue-Green Advisors	Philippines (hybrid)	Marine Conservation Specialist	<p>Build a pipeline of investable blue economy SMEs in biodiversity corridors in the Philippines Co-led sector identification and advisory support linking SME impact, financing needs, coastal resource realities, and investor requirements to practical blue economy financing pathways.</p> <ul style="list-style-type: none"> • Capacity Building: Delivered workshops to SMEs, government agencies, NGOs, partners. • Team Management: Coordinated expert inputs, work planning, and delivery across technical and strategic workstreams. Facilitated expert interactions. • Multi-stakeholder Dialogue: Engaged SMEs, finance actors, and sector partners to identify barriers, priorities, and feasible support measures. • Resource Economics & Impact Assessment: Co-developed impact framework and assessment through stakeholder engagement. Produced technical and investment-facing materials translating coastal resource use and enterprise performance into actionable finance propositions. • Platform Development: Translated SME needs and impact narrative into innovative digital platform connecting investors and businesses.
01.2025 - present	REPIC & Horizon Fisheries & myclimate	Maldives & Switzerland (hybrid)	Project Lead	<p>Increase value from fish processing while cutting costs and emissions Lead REPIC-supported emissions reduction and efficiency initiative to strengthen competitiveness of fishing and processing sector in the Maldives.</p> <ul style="list-style-type: none"> • Project Design: Collaborate with stakeholders to form a consortium for successful proposal development, design, and execution. • Team Leadership & Management: Manage planning, partner coordination, implementation, and reporting across Swiss and Maldivian stakeholders. • Capacity Building: Coordinate consortium inputs, trainings, and communication. • Emissions Calculation & LCA: Support data collection, control, and analysis.
04.2025 – 06.2025	Maldives Seafood Processors and Exporters Association (MSPEA)	Maldives & Spain (on-site)	Acting Sustainability Director	<p>Develop sustainability-driven interventions to enable industry improvement and messaging Represented Maldivian SMEs and fishing communities on the international stage, focusing on impact narratives and livelihoods support. Innovative storytelling approaches. Advised SMEs and industry associations on sustainability and market strategy.</p>
10.2024 – 04.2025	UNDP & ADB & MSPEA	Maldives (hybrid)	Maldives Tuna Think Tank Workshop and Deep Dive: Lead Coordinator and Facilitator	<p>Create comprehensive investment roadmap for Maldives tuna sector Designed and facilitated process aligning industry, government, NGOs, communities, and finance actors around shared priorities for tuna value chains and investable improvement pathways.</p> <ul style="list-style-type: none"> • Logistics & Coordination: Fully planned and executed two day workshop for 45 stakeholders. • Field Trip Planning: Coordinated week-long excursion with local and international experts to explore blue economy sectors and sites, facilitating discussions and guiding teams. • Storytelling & Communication: Directed documentation of activities to produce assets. • High-level Outreach: Managed relationships with ministry and government representatives. • Workshop Facilitation: Hosted workshop and sessions, including capacity building.
08.2025 – 10.2025	SUSTAIN	Tanzania (remote)	Sustainability Consultant	<p>Develop sustainability strategy and messaging concept for innovative blue economy sector Advised an East African green and blue venture builder based in Switzerland. Refined values, mission, and investor-facing documents. Contributed to Native Species Aquaculture model.</p>

06.2023 – 03.2024	Blue Alliance Marine Protected Areas	Philippines / Tanzania / Indonesia (hybrid)	Blue Economy Vice-Director	<p>Develop biodiversity finance models linked to MPA management</p> <p>Managed international team to implement new supply chains focused on sustainable aquaculture while providing guidance to small scale producers.</p> <ul style="list-style-type: none"> • Coordinated experts to deliver investable business plans integrating biodiversity finance models in crab and sea cucumber aquaculture and ecotourism. • Produced investment briefs, technical notes, presentations
04.2024 – 09.2025	gebana GmbH	Togo & Switzerland (hybrid)	Impact Investment Lead	<p>Structure and close EUR 200k direct impact investment in fair trade value chains in Togo</p> <p>Conducted due diligence of partners, alongside pipeline vetting and reviews. Collaborated with local entities to monitor KPIs and impact targets.</p>
06.2029 – 08.2019	Blue Marine Foundation	Madagascar (hybrid)	Seafood Value Chain Consultant	<p>Full value chain assessment of hand octopus fishery in southwestern Madagascar</p> <ul style="list-style-type: none"> • Biodiversity Valuation: Calculated value of wild caught seafood landings for value chain actors, from gleaners to export consolidators. • Managed outreach to local communities, fishers, middlemen, industry, conservationists, development agencies.
10.2017 – 09.2022	Blueyou Consulting LTD	Maldives (hybrid)	Fair Trade USA Tuna Project Manager	<p>Initiate and manage end-to-end fair trade sourcing program of certified small-scale fishery</p> <ul style="list-style-type: none"> • Co-developed sustainable sourcing strategies and improvement roadmaps translating ecosystem and social risk into operational actions while assessing investment needs • Enabled fisher cooperatives to build management systems, traceability and reporting systems aligned with buyer and lender requirements • Conducted needs assessments, risk assessments, capacity building, trainings • Coordinated audits, remediation plans, improvement strategies, reporting, and certification (MSC, ASC, FTUSA, ISO 14001, SMETA, BSCI, BRC, EU Organic, Naturland) • Resource economics: channelled over USD 300k in fair trade premiums directly to communities • Advised development and revision of social responsibility standard for seafood (FTUSA)
03.2019 – 05.2021	REWE & Manta Trust & Blue Marine Foundation & Six Senses	Maldives (hybrid)	Waste Reduction Project Manager	<p>Led EUR 100k waste reduction and youth environmental education project</p> <ul style="list-style-type: none"> • Strengthened ESG performance of major European retailer by designing impact-driven program with clear KPIs linking waste reduction to brand purpose • Purchased and installed drinking water purifiers on fishing vessels • Coordinated with local NGOs, suppliers, and communities to finance education programs
08.2019 – 05.2021	PADI & Six Senses	Maldives (hybrid)	Fisher Scuba Diving Training Coordinator	<p>Reduce deaths from unsafe diving practices</p> <ul style="list-style-type: none"> • Initiated scuba dive training program for independent fishers • Coordinated training and certification program
04.2018 – 09.2022	IUCN Blue Natural Capital Financing Facility	Indonesia (hybrid)	Project Lead	<p>Strengthen business case for mangrove-integrated sustainable shrimp farming (NbS solution)</p> <ul style="list-style-type: none"> • Piloted regenerative aquaculture project linking mangrove restoration with increased food production and scalable finance • Raised EUR 1.8 million for implementation • Integrated natural resource economics (carbon credit accounting) into traditional aquaculture • Conducted high level meetings with government officials to secure institutional support • Collaborated with local farmers and communities to develop methodology and scale up • Piloted drones to produce photogrammetric outputs for mapping • Presented project at international biodiversity conference and on investment podcasts

08.2019 – 09.2022	Blueyou Consulting LTD	Switzerland & Vietnam & Indonesia (hybrid)	Product, Brand Development, and Supply Chain Manager	<p>Create certified seafood product portfolio</p> <ul style="list-style-type: none"> • Developed customer-facing packaging design, website, traceability system, labels • Managed raw material, including production planning and reporting • Secured multi-year partnerships with suppliers, including supply chain optimisation • Produced LCA and ecosystem-based analyses, social impact reports and training materials
05.2018 – 09.2022	Fair Trade USA	Indonesia (hybrid)	Project Designer and Lead	<p>Certify the first smallholder shrimp aquaculture fair trade project in Asia</p> <ul style="list-style-type: none"> • Awarded USD 125k to certify 3'200 farmers • Developed auditing framework and traceability system for large off taker and supplier • Coordinated high level industry consultations and partnership • Managed and led international implementation team • Contributed to standards development and revision
03.2011 – 06.2013	Underwater Harvester's Association & Heltsiuk First Nation	Canada	Dive Survey Lead	<p>Fisheries stock assessment and resource-based livelihood evidence generation</p> <p>Led fisheries research expeditions and underwater survey work, generating the stock and habitat evidence underpinning harvest decisions, coastal livelihoods, and applied resource valuation.</p> <ul style="list-style-type: none"> • Natural Resource Economics: Produced biological and spatial evidence used to assess the condition and productive value of marine resources central to coastal economies • Multi-stakeholder Coordination: Worked with fishers, coastal First Nations, researchers, and harvester organisations, integrating local ecological knowledge with formal survey methods • Team Leadership & High-quality Documents: Led field excursions and authored technical reports and published assessments for management use
06.2016 – 01.2017	TEP Energy GmbH	Switzerland	Energy Systems Analyst	<p>Resource efficiency and energy use modelling for different policy interventions</p> <ul style="list-style-type: none"> • Collaborated on large scale energy use efficiency modelling and scenario development • Collected, analysed, and managed data, wrote and translated scientific reports • Delivered presentations at industry conferences, showcasing findings and innovations. • Prepared and executed surveys, along with response management and reporting.
09.2010 – 04.2011	Department of Fisheries and Oceans Canada	Canada	Scientific Report Writer	Researched, prepared, and published survey reports. Coordinated with government lead biologists and other scientists to gather and process data.
07.2007 – 12.2009	Vancouver Aquarium Marine Science Centre	Canada	Field Research Diver	<p>Develop innovative research methodologies, enhancing data collection efficiency and accuracy</p> <ul style="list-style-type: none"> • Underwater habitat assessments using underwater photography for documentation • Assessed invertebrate and fish populations through comprehensive underwater field surveys. • Specimen identification and collection • Operated small research vessel along with navigational tools.
03.2005 – 06.2005	Dusky Dolphin Earthwatch Project	New Zealand	Field Research Assistant	<p>Resource economics of human-wildlife interactions in competing marine use areas</p> <ul style="list-style-type: none"> • Train, lead, and supervised volunteers during research activities. • Collected and processed photo-identification, population, and behavioural data of marine species • Support all aspects of field project logistics
04.2003 – 11.2003	Sea Turtle Conservancy	Costa Rica	Field Research Assistant	<p>Wildlife protection, sustainable resource use and livelihoods development in protected areas</p> <ul style="list-style-type: none"> • Trained, guided, and supervised volunteers conducting research on remote beaches • Communicated closely with schools and government officials using multiple languages.