

# Sanjayan Muttulingam

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## Education

Ph.D. in Conservation Biology (1997) from the University of California, Santa Cruz (Dr. Michael Soule, Thesis Advisor), and a MS in Ecology, BS in Biology with English (minor), both from the University of Oregon.

Research Faculty, Wildlife Program, University of Montana

## Conservation Leadership

**Lead on CPR (Conservation and Poverty Reduction) Program** – A growing awareness that our mission of saving nature is intricately tied to the well being of humans who live near or within natural areas led me to develop, fund raise, and recently launch the CPR program. The program, focusing on 7 globally important places, quantifies the benefits of conservation to local communities and identifies the success factors responsible for linkages between local people and environmental stewardship. It is a program of importance to our mission and is potentially the most important new investment we have made in recent years.

**Lead Engagement in Africa** – In 2007 The Nature Conservancy launched its Africa Program. I have been its interim Director since planning began. Starting in 2003, I led a multi-disciplinary team charged with developing, funding, and implementing our strategy for achieving conservation in Africa. Our team pioneered a new approach that focuses on partnerships to achieve our goals and we have created a major strategic alliance with Africa Wildlife Foundation, the largest conservation organization devoted solely to Africa. We have also raised the entire FY 07 budget for the program and hired the new permanent Director.

**Science Leadership** – As a Lead Scientist for The Nature Conservancy I have worked to publicize the best science work we do to the broad conservation community and brought ideas from the outside to my organization. I also lead and manage a team of scientists and analysts tasked with completing the 2015 Goal

and accompanying Conservation Atlas, along with looking around the corner and investigating emerging issues in conservation

**Conservation Measures Program** – Today, The Nature Conservancy has a dedicated program for measuring, auditing, and reporting on its conservation outcomes. This program is fully funded and staffed. I led, in 2003, the initial development and launch of this Measures & Audit Program. I also raised the majority of funds for this program to date. With WWF, I co-founded the Conservation Measures Partnership – a partnership amongst all the large conservation organizations working on measures.

**Led Field Studies Programs for Round River Conservation Studies** - I launched and managed Round River's first student field studies program outside North America. It has become the most successful program in the history of the organization and is now in its tenth program. Round River is an organization dedicated to using student education and research to shape conservation action on the ground which today has international programs in Namibia, Ecuador, Australia, and Canada.

**Assisting National Parks Recover From Tsunami Impacts** – Secured funding and led a team to provide early assistance to the Government of Sri Lanka soon after the tsunami devastated much of this country's coast line. Our effort has resulted in a swift clean-up of critical marine areas, was widely reported in the press, and has attracted funding from National Geographic Society. Our findings regarding coral reefs were reported in *Nature* (25<sup>th</sup> August, 2005).

**Conservation Planning – Great Bear Rainforest** – In 1997, I co-led, for a coalition of non-profit organizations, the development of the first peer-reviewed and published conservation plan for the Central Coast of British Columbia (Great Bear Rainforest). Plan enabled the consolidation of various efforts into one single grand vision for conservation success. Today, this plan can be found at the heart of The Nature Conservancy's current efforts to protect 21 million acres of rainforest in Canada.

## Management

**Director, Center for Global Trends** – With a staff of highly technical analysts the Center is responsible for looking “around the corner” and investigating issues in conservation that may not yet be a priority for TNC or the conservation community and providing cogent messages on science to the general public. For example the Center is just completing a Conservation Atlas – the culmination of two years of data analysis. The Center has an explicit role in communicating breakthroughs in science to a broad suite of constituents. As the Director of this

group I manage staff, budgets, and of course lead the dialogue that helps set priorities for investigation. A culmination of our efforts is the recent publication of the Conservation Atlas – a one of a kind publication and publicly accessible web site that assess in clear and straight forward language and graphics the state of every habitat type of earth.

**Managed and Built Conservation & Science Programs in California** –As Director of Conservation Programs for California Chapter of The Nature Conservancy, I oversaw the merger of two departments, Conservation Planning and Science. As Director of Science I managed an effort to rebuild the science program in the California Chapter. Starting with just one ecologist on staff when I joined, we built the program to eight Ph.D. level senior ecologists, which has continued to grow and is regarded as one of the best in the entire organization.

**Track Record of Hiring and Retaining Great Staff** - I managed or co-managed the hiring and recruitment process bringing into The Nature Conservancy over a dozen senior staff. The vast majority of my recruits are still with the organization and occupy a variety of top postings including VP for Philanthropy, VP for Marketing, Director of Science, Director of Conservation Programs, State Director, and Regional Director etc.

**Managing Partner for Biodiversity Conservation Consultants** - I oversaw the management of all projects the company undertook in California, Canada, and southern Africa, and recruited many of the staff executing those projects. Our clients included California State Parks, Canadian Rainforest Network, Greenpeace International, The Nature Conservancy, and The World Bank.

## Fundraising

**Corporate Fundraising** - In 2004, I was part of a core team of five who helped develop the conceptual framework, grant proposal, and solicitation of the largest corporate cash gift (\$12 million) in the history of The Conservancy. This innovative grant focuses effort on finding solutions to large river flood plain conservation by networking several field programs (in the US, Brazil, and China) through a conservation learning center based in Illinois.

**Conceiving Grant Proposals and Soliciting Funds from Private Donors** – I secured full funding (\$3 M) for the Conservation Measures Program through the identification, cultivation, solicitation and stewardship of individuals and foundations. More recently, I rapidly secured funds to support our efforts to provide assistance to National Parks in tsunami stricken countries in South Asia by individuals and foundations who have not given previously to The Nature Conservancy, thus expanding our existing high worth donor base. In FY 2006 and

2007, I was credited by MMP with raising the organizational profile (and funds) amongst some of our most important donors.

**Collaborative Donor Stewardship** - Worked closely with philanthropy teams, CEO, COO and Director of Principal Gifts, to develop relationships and serve as the liaison for the successful solicitation of large gifts from several of our largest donors and foundations (Macarthur Foundation, Packard Foundation, Moore Foundation, Schooner Foundation etc..) in key markets including California, Colorado, Illinois, Massachusetts, Connecticut, Maine, Rhode Island, and New York.

**Fundraising for New Initiatives** - I have worked closely with State Directors to cultivate and solicit donors for gifts supporting future conservation and partnership efforts in Africa and have already met our annual fundraising target.

**Institutional Fundraising** - Assisted field conservation staff and government relations staff to help bring funding to The Conservancy from major institutional donors including the World Bank, USAID, and both State and Federal Agencies, amongst others.

## Communication

**Publications** – I have published papers in major scientific journals including *Science*, *Nature*, and *Conservation Biology*. My most recent papers are a co-authored editorial in *Conservation Biology* (2007) titled “Ecosystem Services Science and the Way Forward for Conservation”; and a co-authored paper in *Chelonian Conservation Biology* (2008) titled “Did the 2004 Indian Ocean Tsunami Affect Sea Turtle Populations in Sri Lanka”. In 2007 Cambridge University Press published a book I co-edited (with Dr. Kevin Crooks), called *Connectivity Conservation*.

**Public Speaking** – I have had the opportunity to address a variety of audiences and some highlights include: Aspen Ideas Festival, Capitol Hill (regarding predicting, preparing and mitigation natural disasters), Harvard Business School Alumni, University of Chicago Business School, Ecological Society of America (invited symposium), the World Summit on Sustainable Development (Earth Summit) in Johannesburg, the World Parks Congress in Durban, South Africa, Congress of Protected Areas, Brazil, American Museum of Natural History in New York, California Biodiversity Council in Los Angeles, Smithsonian Institute, Washington DC, University of Oregon, commencement address (Biology); and at numerous academic meetings and school groups. I have briefed heads of State (e.g. President of India, President of Tanzania, President of Botswana) and government ministers on a variety of topics relevant to conservation.

**Media Relations** - My work has been profiled or featured in popular magazines, news papers, radio, and television and I have provided extensive interviews for many of these outlets. Newspapers include The New York Times, USA Today, Christian Science Monitor, Financial Times, Denver Post, San Jose Mercury News, Los Angeles Times, Sacramento Bee, Santa Cruz Sentinel, The Independent (UK), New Scientist (UK), Die Ziet (Germany), Focus (Germany), Chronicle of Philanthropy, Conservation in Practice, as well as broadcasts on National Public Radio (Morning Edition, Day to Day, & Life on Earth), NBC Weekend Today, BBC TV, Animal Planet, and The Discovery Channel (where I have hosted and starred in multiple shows). Most recently, I was named as “Environmental Hero of 2007” by Men’s Journal. I am a frequent guest on the Today Show.

## Career Chronology

### **2002 - Present**

Lead Scientist for The Nature Conservancy

### **2002**

Director of Conservation Programs, The Nature Conservancy of California.

### **1999 – 2002**

Director of Science, The Nature Conservancy of California.

### **1998 – 1999**

Managing Partner for Biodiversity Conservation Consultants

### **1997 – 1998**

Director of Conservation & Science for Round River Conservation Studies.

### **1996 - 1997**

Consultant to World Bank on Integrated Conservation Development Projects in Asia.

### **1991 - 1997**

Graduate Student, researcher and teaching assistant at the University of California, Santa Cruz.

## Interests

Most things outdoors such as fly fishing, birding, and motorcycles. I can fly a small single engine plane and am scuba certified. I am involved with the Boards of several small conservation and education organizations including The Cheetah Conservation Fund (Namibia), Sri Lankan Wildlife Conservation Society (Sri Lanka), and Round River Conservation Studies (Salt Lake City, UT). I have been elected to the Board of Governors for The Society for Conservation Biology. I am active in promoting minority education in conservation and science through programs with the Ecological Society of America and the Washington Center.