

THOMAS P. TRUJILLO

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OBJECTIVE:

To lead by example and to continue to grow by knowledge.

EXPERIENCE:

New Mexico Licensed Realtor, September 1991 to Present

- **Keller Williams Santa Fe Real Estate**, Santa Fe, New Mexico
New Mexico Licensed Qualifying Broker, September 2011 to Present
Represent Buyers and Sellers for residential real estate in Santa Fe. Licensed Realtor since 1991 (NM License: 29735S, Judy Camp, Qualifying Broker)
- **Prudential Santa Fe Real Estate**, January 2004 to August 2011
Fulton Murray, Qualifying Broker
- **Trinity Real Estate**, September 1991 to January 2004
Roger Waterman, Qualifying Broker

State of New Mexico, Santa Fe, New Mexico

Director, New Mexico State Parks and Recreation, February 1995 to January 2003

State wide director of all operation, marketing and development of State Parks. Responsible for 21.0 million dollar budget. Supervised operation, marketing, financial, capital improvement program and a total of 267 full time employees and seasonal employees. Oversee all leasing agreements with private sector, which includes 13 Concession agreements in New Mexico. Responsible for a total of 31 State Parks.

City of Santa Fe, Santa Fe, New Mexico

Director, Parks and Recreation, 1992 to 1995

Responsible to prepare and manage 5.2 million-dollar budget. Supervised three divisions consisting of a total of 230 full time and 70 seasonal employees. Plan, schedule, direct, supervise and review the performance of department staff in a manner conducive to productivity and high morale. Responsible for sustaining progress of 29 capital improvement projects and the quality control of 48 parks, 213 medians and 8 recreational facilities.

County of Los Alamos, Los Alamos, New Mexico

Community Development Coordinator, 1987 to 1992

Initiated, coordinated and implemented community programs utilizing media and volunteer resources. Coordinated council appointed downtown redevelopment and recycling task forces'. Directed the community Keep America Beautiful program, Los Alamos PRIDE. Maintained relations with economic development organizations.

Production Associates Advertising, El Paso, Texas

President/Owner, 1982 to 1987

Managed full service advertising agency. Provided public relations, copy writing, radio and television production, print layout and design, photography, set design, media placement, marketing and promotional events.

Melvin Simon and Associates, Indianapolis, Indiana

Marketing Director, 1980 to 1982

Coordinated, developed and directed annual marketing plans and budgets for regional shopping centers. Implemented advertising and special events including grand openings of new and renovated shopping centers. Contracted and negotiated retail lease agreements for Cielo Vista Mall in El Paso, Texas.

Harrison Freeman Inc., Dallas, Texas

Manager/Promotion Director, 1977 to 1980

Managed and promoted Loretto Shopping Center in Las Cruces, New Mexico. Coordinated all leasing agreements, facility maintenance, promotion events, advertising and public relations.

KGRT/KGRD Radio, Las Cruces, New Mexico

Account Executive, 1975 to 1977

Radio sales; development and production of radio commercials.

EDUCATION:

New Mexico State University, Las Cruces, New Mexico

Bachelor of Arts, Journalism and Mass Communications 1975

Los Alamos High School, Los Alamos, New Mexico 1972

Real Estate Institute, Santa Fe, New Mexico

New Mexico Real Estate License, 1991 to Present (NM License: 29735S)

PROFESSIONAL ORGANIZATIONS:

National Association of Realtors 1991- Present

Santa Fe Association of Realtors 1991- Present

- Various committees and Boards during past 21 years

National Association of State Parks Directors 1995-2003

National Recreation and Park Association 1987-2003