

## Thomas P. Trujillo



Tom received his B.A. in Journalism and Mass Communications from New Mexico State University. He has extensive knowledge and experience in marketing and advertising for which he has received numerous awards. In his early career, Tom worked in the radio business. Skills developed through production of radio commercials ultimately provided the opportunity to create special events for shopping centers. He later became marketing director for two major shopping center developers out of Dallas, Texas and Indianapolis, Indiana. Tom later opened his own advertising agency producing television, radio, print media, set design and special events.

Tom's experience in the public sector started in 1986 in his hometown of Los Alamos, New Mexico as the Keep America Beautiful Coordinator for the County Park and Recreation Department. While there, he organized the Downtown Re-development Task Force, the Recycling Task Force, the Art in the Park Program and numerous special events. In 1992, the City of Santa Fe hired Tom as Park and Recreation Director. He was instrumental in developing the "Quality of Life" funding program for future development of the parks.

In 1995, Governor Gary E. Johnson, appointed Tom Director of the New Mexico State Parks Division. Tom maintained this position longer than any other director in the history of New Mexico State Parks Division. During his tenure, he was instrumental in securing over 35 million dollars for capital improvement projects throughout the state park system. He also implemented a statewide reservation system and lived through the implementation of a statewide user fee program. Tom started the process of developing a New Mexico State Parks Foundation, which will ultimately provide supplemental funds for future recreational needs throughout the state.

In 1991 Tom acquired his Realtor license, and started his part-time career, if you call working 40 plus hours a week part-time while working in the public sector. He continues to be a leader, been named as a leading edge agent, continually meets his goals, just to make new ones. He has served on various MLS committees, most which are compatible with his marketing and advertising background. In August 2011, Tom became a founder member to Keller Williams Realty in Santa Fe. He has become instrumental in teaching agents electronic technology including marketing and developing websites. This past fall, Tom received his certification as a Qualifying Broker, a long term goal which he views as continually growing your personal knowledge.

When you visit with Tom, you will quickly find that he is a "people person". He is always interested in each individual's talents and goals. His favorite saying is, *"thinking about it, doesn't get it done"*. This is his mantra for getting ahead in life. Tom embraces technology, builds websites, has a video studio in his office, and is developing virtual tours. He a busy guy, but always has time to lead a team, for his customers, and anyone who needs help to accomplish his/her goals.