James Anthony “Tony” Gates ‘81

Tony Gates, an “Air Force Brat,” graduated from Alamogordo Sr High School (NM) in 1976. He attended the US Military Academy Preparatory School in 1977 and graduated from West Point in 1981. His Area of Concentration was Spanish. He played Sprint (then 150LB) Football and competed on the Army Track & Field Team. He also sang in the Cadet Gospel Choir and was a member of the Contemporary Affairs Seminar.

Upon graduation, he was commissioned in the Field Artillery and was assigned as a Fire Direction Officer, then Battalion Ammunition Officer, Battery Executive Officer, and Battalion S-1 in 2 different battalions in III Corps Artillery in Ft Sill, OK. After the Advanced Course, he was stationed in Germany with the 59th Ordnance Brigade. He was the 512th Artillery Group S-4 (Guenzburg) before taking command of the 2nd US Army Field Artillery Detachment in Pfullendorf. From there, he was assigned to HQ, Southern European Task Force (SETAF) in Vicenza, Italy as a Current Operations Officer, then to the Surety Division as Technical Assistance Visit Team Chief, then Operations Officer. He also got a Master's Degree in Public Administration from Troy University. Tony left the Army for the Individual Ready Reserves in 1992.

Tony began working for Pfizer as a Pharmaceutical Sales Representative in Chicago, winning several sales awards before getting promoted and selected to start a new sales division in St Louis. After St Louis as an Institutional Rep, Tony was promoted to Training Manager at Pfizer HQ in New York, where he trained newly hired Sales Representatives. He was promoted to District Manager of the Omaha, NE District after that. While in Omaha, Tony engaged the West Point Society of Nebraska and Western Iowa, becoming an active member of the Board of Directors, being responsible for their annual Founders Day events, and presenting the yearly Eisenhower Leadership Award to Omaha North High School.

Tony, now with his wife, Ann, and children Oliver and Delaney, left Pfizer in 2006 and moved from Omaha to Sacramento, CA, to be an Area Director of Business Development for the Western U.S.for Insituform Technologies. He then took his drive, connections, and expertise and started his own management consulting practice, Tony Gates Consulting (with a stint at Logic PD).

In Sacramento, Tony connected with the West Point Society of Northern CA and joined the Board. He was elected President in 2009 and has held that role since. He’s also Head Track & Field Coach, Assistant Football Coach, and Assistant Athletic Director at Pleasant Grove High School.

Tony is social media savvy and writes a blog on business, sales, social media, and leadership called "That's the Point!" He's also an accomplished speaker.