



Carla Gregory

Senior Principal

Carla specializes in bringing a measurable difference to organizations in the areas of strategy, operations, and process excellence. She has worked for both large and small consulting firms in addition to 10 years she spent within the Annuity Operations and International divisions of The Hartford Insurance Group.

At NEOS, Carla leads the Strategy & Operations and Business Process Excellence practice areas. She also spearheads internal operations and looks after key client accounts as the supervising executive. In this capacity, Carla develops and nurtures relationships, oversees the execution of client engagements, and ensures client delight with NEOS performance.

Prior to joining NEOS, Carla founded Forward Motion, a coaching and consulting start-up that focused on helping individuals and small business owners strategize, plan, and create structures for success. At InSource Consulting (now a wholly owned subsidiary of Virtusa Corporation), Carla established and built the business process management practice.

Carla spent 10 years at The Hartford Insurance Group working in both the International Division and the Individual Annuity Division. As the Director of International Operations Effectiveness, Carla spearheaded global business process reengineering efforts and trained business analysts in the International BPM approach. As the Director of Organization and Employee Development, Carla was responsible for employee training, organization design, and business process improvement efforts. Carla began her career with the global consulting firm Accenture, where she focused on optimizing human performance in the financial services and insurance industries.

As a consultant, Carla enjoys helping business leaders crystallize their strategies, simplify what is over-complicated, and transform their organizations.

