

# LATOYA NEAL, MBA



LaToya Neal is an award-winning global sales executive with over two decades of leadership experience spanning the pharmaceutical and technology sectors. Known for her strategic foresight and client-centered approach, LaToya has consistently driven growth, built transformative partnerships, and delivered measurable impact across complex, global markets.

Currently serving as a Global Managing Executive at IBM, LaToya leads one of the company's highest-performing sales teams, overseeing a \$150M partnership portfolio. Her leadership has been instrumental in expanding IBM's technology footprint across Northern Europe and the United States, while developing and executing market strategies that align with evolving client needs.

LaToya's career is defined by high-impact roles across the IBM enterprise—from managing a \$3B credit line portfolio to directing global partnerships in the healthcare analytics space with IBM Watson Health. She was also handpicked for IBM's elite Executive Apprentice program, where she collaborated directly with senior leadership on corporate strategy and global operations. Earlier in her career, LaToya held senior sales roles at Novartis and Eli Lilly, earning national recognition for sales performance and product launches.

Her business acumen is matched by her educational credentials, including an MBA in Applied Management from Indiana Wesleyan University and a BS in Business Administration from Indiana University. She holds certifications in Business Strategy and Problem Solving from McKinsey Academy, as well as strategic leadership training from Columbia Business School.

Beyond the boardroom, LaToya is an active member of Delta Sigma Theta Sorority, Incorporated, a volunteer with Junior Achievement of Northwest Indiana, and a board member for Valparaiso University's Women in Leadership Program.

LaToya Neal brings a unique blend of resilience, operational excellence, and visionary leadership to every role she takes on—making her a trusted advisor to clients and a catalyst for sustainable business growth.