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Jonathan Hughes is a partner at Vantage Partners, a consulting firm spin-off of the Harvard Negotiation Project. As an expert in strategic alliances, supply chain management, and change management, he has worked with leading companies across a range of industries in North and South America, Europe, Asia Pacific, and Africa to develop and implement new supply chain and go-to-market strategies that leverage internal and external collaboration, implement formal alliance and supplier management programs, and develop and implement negotiation strategies for complex, high-stakes deals – particularly with competitive alliance partners and single source suppliers.

Jonathan has been published in a variety of leading journals including the *Harvard Business Review*, *Global Business and Organizational Excellence*, *CPO Agenda*, *CIO Magazine*, and *The Journal of Trading Partner Practices*. Prior to joining Vantage Partners, Jonathan was a Senior Analyst at Putnam, Hayes, & Bartlett where he provided litigation strategy and management consulting advice to clients.