

## Justin Lucas Sola

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### Education

Bachelor of Arts, Harvard College 2014

Honors in Social Studies and a secondary in Psychology

- Senior thesis [Guns In The Ideal Society](#) (Magna rating)
- Coursework focus: economics, sociology of group interaction, urban policy analysis, social psychology, and statistics for social science research.

### Skills

- Market analysis and modeling experience from nearly four years of consulting in high-tech, consumer electronics, infrastructure, and (re)insurance sectors.
- Quantitative analysis and software skills:
  - Python ([via MITx](#))
  - R ([via HarvardX](#))
  - Familiarity with GitHub ([personal site](#)), Stata, X13 ARIMA, and ArcGIS
- Mastery of the Microsoft office suite, including Excel.
- Qualitative research methods including ethnography, participant observation, semi-structured interviews, and transcription.

### Employment

**Senior Consultant at Endeavour Partners,**

*Apr 2018 to present, Cambridge, MA*

- Led R modeling of Monte Carlo simulation for energy sector capital investment.
- Analysed US cellular data demand growth by geography over the next decade to inform \$2.0B acquisition decision.
- Led modeling efforts for expert witness projects on Apple products, Samsung smartphones and tablets, and SK Hynix DRAM.
- Developed NASA centennial strategy and Kendall Square transportation strategy.
- Responsible for several workstreams, internship program, and onboarding activities.

**Associate Consultant at Endeavour Partners,**

*Aug 2014 to Mar 2018, Cambridge, MA*

- Promoted to Consultant in Dec 2016 after proving self-sufficiency and leadership.
- Analyzed smartwatch and smartband market in 2016 to predict a tough environment for all wearable companies (except Apple) through 2021.
- Conducted several **redlight|greenlight** exercises for PE, including an evaluation of opportunities and impediments for the WiFi-first MVNO business model.
- Guided a top 5 smartphone MDM to revamp product line and support Google Now.

**Shift Supervisor at Lake Champlain Chocolates,**

*Jul 2011 to Jun 2012, Burlington, VT*

- Managed employees, insured quality control, and made and sold chocolate.

**Dorm Crew worker at Harvard University,**

*Aug 2009 to Jun 2011, Cambridge, MA*

- Worked full-time and part-time to assist house superintendents.
- Organized commencement and alumni reunions, and cleaned dorms.

## Leadership and Volunteer Roles

Organizer, Civic Series, Boston	2017-Present
Sophomore Advisor, Harvard University	2017-Present
Python User Group, Endeavour Partners	2015-Present
Social Studies Tutor, Harvard University	2014-Present
Founding member, Harvard Wine Society	2013-2014
Percussion manager, Annenberg and Leverett House	2010-2014
President, Harvard College Rock Initiative	2010-2014

## References

Gene Dolgin - (previously) Principal of Endeavour Partners - [gene@endeavourpartners.net](mailto:gene@endeavourpartners.net)  
Dr. Lauren Brandt - Assoc. Dean of Students at Harvard College - [lbrandt@fas.harvard.edu](mailto:lbrandt@fas.harvard.edu)  
Dr. Lawrence Ian Reed - Clinical Assistant Professor at NYU - [lr113@nyu.edu](mailto:lr113@nyu.edu)  
Dr. Eleanor Miller - Professor of Sociology at UVM - [eleanor.miller@uvm.edu](mailto:eleanor.miller@uvm.edu)