

## 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) – Classified US gun culture and social order ideal using ethnography and interviews with 36 gun owners and law enforcement officers.
- Coursework focus: social psychology, sociology of group interaction, social and political theory, American history, American socio-cultural movements, urban policy analysis, American social mobility, and statistics for social science research.

### Research Skills

- Qualitative research methods, such as ethnography, participant observation, and semi-structured interviews, including transcription.
- Mastery of the Microsoft office suite, including Excel.
- Quantitative analysis and software skills using Python, R, X13 ARIMA, Stata, and some ArcGIS across projects and models:
  - MIT's Intro to Computer Science course [via MITx](#) to learn Python.
  - Graphics generation including ggplot, plot.ly, and other packages.
- Market analysis and modeling experience from more than three years of consulting in high-tech, consumer electronics, and infrastructure sectors.

### Research and Teaching Experience

Research Assistant, University of Vermont

2012, Burlington, VT

- Summer research project in the field of micro-sociology and gender policy

Teaching Assistant, Harvard University

2010-2011, Cambridge, MA

- Developed curricula and taught essay writing and moral philosophy in Shanghai during the summer of 2010, under the auspices of the Harvard Summit for Young Leaders in China (HSYLC) program
- Taught HSYLC seminar to Chinese students visiting Harvard's campus

### Employment

Consultant at Endeavour Partners,

Dec 2016 to present, Cambridge, MA

- Promoted to Consultant in Dec 2016 after establishing self-sufficiency and leadership.
- Led modeling effort in R for Monte Carlo simulation of capital investing in energy.
- Conducted analysis of US cellular data demand growth by geography over the next decade for key infrastructure client, informing \$1.5B acquisition decision.
- Managed market analysis and led modeling efforts for expert witness projects on Apple products, Samsung smartphones and tablets, and SK Hynix DRAM.

- Developed NASA centennial strategy (with focus on public-private partnerships) and Kendall Square transportation strategy, briefings, and decks.
- Responsible for running internship program and onboarding activities.

**Associate Consultant at Endeavour Partners,** *Aug 2014 to Dec 2016, Cambridge, MA*

- Analyzed smartwatch and smartband market to predict a difficult and competitive environment for all wearable companies except Apple over the next five years.
- Conducted several redlight / greenlight exercises for private equity companies, including an evaluation of opportunities and impediments for the WiFi-first MVNO business model.
- Led analyses of smartphone features, digital assistants (Siri, etc.), and brand loyalty.
- Guided a top 5 smartphone company to revamp products and go-to-market strategy.
- Worked with multiple stakeholders across time zones, while leading contractors.

**Shift Supervisor at Lake Champlain Chocolates,** *Jul 2011 to Jun 2012, Burlington, VT*

- Managed employees, insured quality control, served customers, and produced chocolates.

**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 houses between the academic years.

## 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
Director at Harvard Model UN, Harvard University	2013-2014
Founding member, Harvard Wine Society	2013-2014
Percussion manager, Annenberg and Leverett House	2010-2014
President, Harvard College Rock Initiative	2010-2014

## Publications

Sola, J (2008). The New Industrial Revolution in China: Shenzhen and the Migrants Who Created It (1979-2006), *The Concord Review*, Concord, MA.

## Presentations

2014 – Ethnography in *Guns in the Ideal Society* (senior thesis), UVM Sociology Department

2014 – *Guns in the Ideal Society* (senior thesis), Leverett House, Harvard University