

E. EMORY DAVIS

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PROFESSIONAL PROFILE

- 5+ years of experience as a research scientist studying cognitive science, child development, language acquisition, linguistics, and psychology
- Expertise in primary data collection, experimental design, analysis of existing data sets, and project management using quantitative and qualitative methods
- Excellent written and oral communication skills
- 7+ years of experience developing and maintaining positive relationships with customers, clients, and institutional partners

EDUCATION

Ph.D., Cognitive Science, Johns Hopkins University, expected Fall 2019

M.A., Cognitive Science, Johns Hopkins University, 2016

B.A., Linguistic Anthropology (Psychology Minor), Barnard College, Columbia University, 2007

SKILLS

Quantitative and qualitative data collection and analysis

- Design and implementation of empirical research studies with children and adults
- Coding and analysis of child language corpus data
- Regression analysis and other inferential statistical methods
- Proficient in R and Excel; basic knowledge of Python, Unix, HTML, MATLAB

Leadership, collaboration and management

- Establish and maintain relationships and partnerships with child care centers, families, clients, and customers
- Collaboration with diverse teams in multiple professional settings
- Management of IRB protocol, including annual reviews
- Training, supervision and mentoring of undergraduate students and research assistants
- Course development and instruction

Research and professional communication

- Writing for peer-reviewed publications and IRB applications
- Presenting research to technical and non-technical audiences
- Providing product information and training to clients and customers
- Developing instructional and informational materials for a variety of audiences

PROFESSIONAL EXPERIENCE

Johns Hopkins University, Department of Cognitive Science, Baltimore, MD

Graduate Student Researcher, Teaching Assistant, and Course Instructor, August 2014-present

- Designed, implemented and analyzed corpus-based and empirical research studies
- Supervised and mentored 6 undergraduate research assistants for 1-5 semesters on projects in cognitive development, language acquisition, and linguistics
- Managed IRB protocol for Language and Cognition Lab, including annual reviews
- Instructor for 3 undergraduate-level courses and teaching assistant for 7 graduate- and undergraduate-level courses

- Established and maintained working relationships with local child care centers for participant recruitment and running experiments on-site

Informz, Inc., Saratoga Springs, NY

eMarketing Advisor, December 2012– July 2014

- Managed West Coast client base consisting primarily of non-profit associations and higher education institutions
- Provided client trainings and technical support on email marketing product capabilities
- Developed and maintained a trusted relationship with clients and advised clients on email marketing best practices
- Uncovered revenue opportunities with existing clients to sell new features and professional services

McGraw-Hill Higher Education, New York, NY

Sales Representative, Humanities, Social Sciences, & Languages, January 2012 – November 2012

- Developed and implemented sales strategies for Albany, NY-based territory of 12 colleges and universities, consulting with sales management and product teams
- Determined customer needs and worked with customers to create print and digital course solutions
- Built relationships with key decision makers, including faculty, administrators, and bookstore managers
- Provided presentations, training, and support for digital and custom products
- Increased Learning Solutions sales by 27% and digital student activations by 338%

Market Development Coordinator, Psychology and Education, October 2007 – January 2012

- Planned, implemented, and evaluated market development strategies for key first editions, growth titles, and digital products, working with editorial, marketing, and sales teams
- Arranged product development activities with instructors; worked directly with over 1200 faculty and customers on short- and long-term projects
- Organized and ran focus groups and other events for students and instructors

Barnard College, Department of Psychology, New York, NY

Research Assistant, Language Acquisition and Development Research Lab, April 2006 – May 2007

- Aided research on Nicaraguan Sign Language and language development in atypical populations
- Assisted in conducting studies and experiments, including data coding and management

SELECTED PUBLICATIONS AND PRESENTATIONS

- **Davis, E. E., & Landau, B.** (under review). Seeing and believing: The relationship between perception and mental verbs in acquisition. *Language Learning and Development*.
- **Davis, E. E., & Landau, B.** Seeing vs. Seeing That: Interpreting reports of direct perception and inference. Talk: MASCIM 8, New York, NY, 2019.
- **Davis, E. E.** Non-neutral relatives: A case for intensional *see*. Poster: Annual Meeting of the Linguistic Society of America, New York, NY, 2019.
- **Davis, E. E., & Landau, B.** Does *see that* help children learn *think that*? The intersection of perception and mental verbs in development. Poster: Boston University Conference on Language Development, Boston, MA, 2018.
- **Davis, E. E.** Mental verbs in Nicaraguan Sign Language and the role of language in Theory of Mind. Poster: Boston University Conference on Language Development, Boston, MA, 2013.

PROFESSIONAL MEMBERSHIPS

- Linguistic Society of America
- Society for Research in Child Development