



# Drum Corps International

*Marching Music's Major League™*

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## Sales & Business Development Intern, Summer 2020

### Indianapolis, IN

Drum Corps International is seeking an intern to join its Sales & Business Development Team. As a DCI Sales & Business Development Intern, you'll get first-hand experience working with our corporate sponsors and strategic partners.

In this position you'll work to coordinate the day-to-day execution of sponsorship and advertising programs on the DCI Summer Tour while gaining valuable insights into a wide variety of business areas including event marketing, group ticketing, VIP hospitality, sales, promotions, print and digital advertising management, social media content creation and much more. The ideal candidate will also play a key role in the planning and production of DCI's SoundSport® and DrumLine Battle™ events.

We are looking for someone who has exceptional written and verbal skills, is not afraid to make cold calls, has an eye for detail, and enjoys being in a fast-paced, high-energy environment.

### Role Responsibilities

- Excellent verbal and written communicator: you'll be dealing directly with more than 50 corporate sponsors, strategic partners, international association representatives, tour operators and VIPs on a daily basis
- Proactive and self-driven, yet also a collaborative team player: you'll work with fellow interns, DCI office staff and tour event staff to execute marketing and promotions programs at major events
- Strategic thinker with keen attention to detail: you'll coordinate all key aspects of DCI's sponsorship and advertising contracts and agreements
- Assists the DCI Sales and Marketing Team with event related tasks both in the office during the work week and on site at DCI Premier Events and the World Championships.
- In the office, intern will support a variety projects including those relating to DCI's group experience program and ticket sales, sponsor fulfillment and proof of performance, and social media and online promotions.
- Intern will help with the setup and teardown of events, assist with live learning event workshops, and have the opportunity to handle fan giveaways and special promotions, among other assigned tasks.

### Required Skills/Qualifications

- Currently enrolled in undergraduate courses (or a recent graduate) in marketing, management, or a related field
- Ability to effectively communicate (both written and verbal)
- Excellent Mac & PC skills, including Microsoft Office and Google Docs
- A passion for sales, marketing and promotions

### The Perks

- This internship offers a per-diem
- Paid travel to select DCI events across the United States
- Access to all levels of the team
- All-access pass to the Drum Corps International Tour

### Have what it takes?

Email [internships@dci.org](mailto:internships@dci.org) with a cover letter showcasing your personality and a resume showcasing your relevant experience.