



Drum Corps International

Marching Music's Major League™

Business Development/Marketing Intern/Seasonal, Summer 2024

Indianapolis, IN

Drum Corps International is seeking an intern/seasonal staff member to join its Sales & Business Development Team. In this position you'll get first-hand experience working with our corporate sponsors and strategic partners.

In this position you'll work to manage 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 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 Business Development Team with event/marketing related tasks both in the office and on-site at DCI Premier Events and the World Championships.
- Helps 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

- 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.

Special Information

- This is a paid internship/seasonal position.
- Candidate will be responsible for their Indianapolis housing and transportation to and from the office.
- Candidate will be required to have a clear background check for the position. This background check will be provided at DCI expense.
- Candidate will be required to take SafeSport Certification Training also provided at DCI expense.

Have what it takes?

Email intern-seasonal@dcf.org with a cover letter showcasing your personality and a resume showcasing your relevant experience.

*To learn more about interning with Drum Corps International, visit [DCI.org/internships](https://www.dci.org/internships).
Drum Corps International is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.*