

Sales & Marketing Intern – Summer 2027

About Starlight:

Starlight is Kansas City's oldest and largest outdoor performing arts organization, stewarding a \$20M+ annual budget and a year-round staff of 45+ full-time employees alongside hundreds of seasonal team members and volunteers. At a civic treasure and cultural destination, Starlight presents Broadway musicals, concerts, special events, and community programming that collectively reach hundreds of thousands of guests each year through more than 100 events annually.

Position Description:

The Starlight Sales & Marketing Intern will support the box office team with group sales and customer service throughout the summer season. This position will assist in promoting Broadway performances, developing sales initiatives, and building relationships with potential group leaders. The Sales & Marketing Intern must demonstrate creativity, strong communication and customer service skills, professionalism, networking abilities, and attention to detail. This position requires evening and weekend availability.

Sales & Service Duties:

Intern duties will include supporting group sales for Broadway performances through researching prospects and conducting outbound call campaigns. For Broadway shows, the Sales & Marketing Intern will help with greeting group leaders and subscribers, as well as directing them to onsite dinner locations and venue tours. This position will assist in box office duties, managing corporate sales, Broadway pre-show events, customer service follow-up, client invoicing, order fulfillment, sales tracking, and facilitating group experiences.

Required Skills:

Strong written and verbal communication skills to interact confidently with partners and customers. Attention to detail and time management skills, and proficiency in Microsoft Office products. Customer service or sales experience.

Desired Skills:

Prior sales prospecting and outbound call experience. Strong networking or relationship-building abilities, creativity, initiative, flexibility, problem-solving skills, and ability to work independently while contributing effectively to the team.

Compensation:

\$15.00 per hour

Time Commitment:

Full-time for 13 weeks, with preferred start date of Monday, May 17, 2027. Frequent evening and weekend hours will be part of the commitment. Start and end dates are negotiable.

Application Deadline:

Monday, January 11, 2027.

Application Process:

- 1. Visit our website:** <http://www.kcstarlight.com/internships>
- 2. Submit your application, cover letter, resume, and any other supporting materials through our online portal.** A link to the online application can be found at www.kcstarlight.com/internships starting on Thursday, October 1, 2026.
- 3. Wait to be contacted.** Each recipient will receive confirmation of their application submission immediately after it's submitted online. However, hiring managers will not review candidates' materials until *after* the application deadline has passed so that all students can be considered for employment in an equitable fashion. Following the deadline, all applicants will be contacted with an update on their application's status.
- 4. If you are selected for an interview, we may conduct it in person at the theatre or via an online entity.**

Important information about this position:

Starlight Theatre Association is an Equal Employment Opportunity organization. We evaluate qualified applicants without regard to race, color, national origin, religion, sex, sexual orientation, gender identity, disability, protected veteran status, and other statuses protected by law.

Starlight is working toward embedding its mission and core values within every aspect of our organization. We support an environment that values and respects the experiences and contributions of its employees, volunteers, partners and community members. We encourage and welcome applicants of groups that are historically underrepresented in the American theatre industry.

We warmly welcome and encourage all applicants to apply. Please note that housing arrangements will need to be secured independently, as they are not provided through the Starlight internship.

For more information on this position:

Starlight Theatre Association of Kansas City
Attn: Michaela Glover, Sales Manager
4600 Starlight Road, Kansas City, MO 64132-2032
816-997-1137
michaela.glover@kcstarlight.com