



AREAS OF EXPERTISE

**Relationship Building  
and Maintenance**

**Sales/Fundraising  
Strategy**

**Communication**

**Goal Formation**

**Strategy**

**Collaboration**

# Rodney Schlosser

## Credentials and Experience

Rodney Schlosser is Sr. Vice President/Business Development & Strategic Partnerships at Asurion, a Nashville-based vendor to the mobile, cable, telco, and consumer electronics industries. In his 20+ years at the company, he has successfully identified, cultivated, and won new clients that propelled the company from <\$100M in annual revenue when he joined in 1999 to >\$8B in 2023. The key has been building strong, trustworthy, and enduring business relationships across client organizations.

Schlosser will share what he's learned calling on companies of all sizes, what's work, what's failed, and how he's adapted as technology has changed the way people interact. He'll also explain how many of these same principles have applied to his leadership of several non-profit boards, and his current civic work as a Vice Chair of the DART (Dallas Area Rapid Transit) Board, which runs Texas' largest public transit agency and light rail network. Prior to Asurion, Schlosser held executive positions with Southwestern Bell Mobile Systems (now AT&T), and a division of Time Warner.

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