

## Contact

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## Top Skills

Shrinkage

Asset Protection

Multi-unit

## Certifications

Loss Prevention Certified (LPC)

Wicklander-Zulawski Interviewing

# Stan Welch

Senior Leader with proven track record of improving profits and operations by leveraging people and technology to drive results.  
Dallas-Fort Worth Metroplex

## Summary

Experienced Senior Leader with a proven track record of improving profits, operations, sales, team safety and leadership skills of teams. Skilled Leader in Operational Strategies, Cost Optimization, Relationship Building, Developing Teams, Driving Results, Building Programs, Communication, Deescalation of threats and keeping teams safe.

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## Experience

### G6 Hospitality LLC

VP Safety and Security

December 2021 - Present (1 month)

United States

### Self-employed

Consultant and Contract Services

March 2021 - December 2021 (10 months)

United States

Working with companies to improve their profits, and cost. Ability to review current programs, processes and operations to make recommendations on changes. Background leveraging data analytics and technology to improve customers profits and cost.

### SMS Assist, L.L.C.

Director of Sales

March 2020 - March 2021 (1 year 1 month)

875 N Michigan Ave. Suite 3000, Chicago IL. 60611

SMS Assist is a fast-growing, technology driven, facilities management company with a network of 20,000 subcontractor affiliates who support more than 185,000 client locations in North America. Our solutions help businesses and residents operate more efficiently by helping reduce risk, lowering operating cost and provide transparency to drive insights to make better decisions.

“SMS Assist is at the forefront of the next wave of innovation, fundamentally transforming the \$85 billion maintenance and management market with its disruptive technology platform while delivering real value and cost savings for its customers”

- J.B. Pritzker, Pritzker Group

“This investment is consistent with our philosophy of seeking exceptional team’s that are applying technology to make industries more efficient. SMS Assist’s ability to deliver tangible savings to both customers and service providers is a testament to its technology platform and operational expertise, and fits with our broader view that ‘managed’ marketplaces are disrupting incumbent players. SMS Assist stands out to us as the only player delivering a scalable solution that improves both quality and transparency to its customer base while at the same time reducing costs.”

- Christopher Dawe, Goldman Sachs

Agilence, Inc.

Regional Sales Director

January 2016 - March 2020 (4 years 3 months)

Frisco, Texas

Agilence is the leader in cloud-based reporting solutions for Retail, Restaurant, Pharmacy, Loss Prevention and Operations. Agilence develops 20/20 Data Analytics, an intelligent reporting solution that enables organizations to easily connect the dots within their stores or restaurants by automatically collecting and summarizing their data in an effort to identify anomalies and trends that can improve operations and reduce fraud. 20/20 provides users with a complete view of their business, empowering them to make informed decisions faster, improving profit margins across the enterprise.

The Zellman Group, LLC

VP Business Development

January 2016 - April 2017 (1 year 4 months)

Dallas, Texas

Worked with businesses on civil demand, restitution collection and investigation services that we provided. Added new customers to the company.

JCPenney

VP of Loss Prevention and Safety

2007 - January 2016 (9 years)

Plano Texas

Developed strategies that improved profits through the reduction of shrink, safety incidents, expense management and vendor cost reduction.

Sears Holdings Management Corporation

Director of Operations and Safety

2004 - 2006 (2 years)

Improved shrink and reduced safety incidents through store teams. Reduced vendor cost and expenses.

Target Assets Protection

GAPTL

August 2002 - June 2004 (1 year 11 months)

Target

Manager of Market Investigations

July 2001 - July 2002 (1 year 1 month)

Target Stores

GAPTL

January 1998 - June 2001 (3 years 6 months)

Houston Texas

Lead Asset Protection team of seven DAPTL's who covered 80 stores. Directed strategies to deliver profits and develop talent for the organization.

Target

DAPTL

July 1995 - December 1997 (2 years 6 months)

Dallas and Houston Texas

Lead District Asset Protection team in 12 store District. Trained and coached team on theft resolution, safety strategies and delivering profits through shrink reduction.

Marshalls

Regional Investigations Manager

1991 - 1995 (4 years)

Lazarus

Manager of Investigations and Training

1989 - 1991 (2 years)

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## Education

Eastern Illinois University

Bachelor of Arts - BA, Political Science