

# **Randy Drake**

Traverse City, MI  
plumbingclass36@gmail.com

## **Highlights**

- More than 32 years experience in the plumbing industry
- Founded a successful plumbing installation and service business in 1993 (Sold in 2013)
- Highly organized with strong communication skills
- Acquired over 4000 residential and commercial accounts
- Currently hold Master Plumbing license in Michigan (Journeyman in '88, Master in '93)
- Previously held Master Plumbers license in Virginia
- Previously passed all testing to acquire plumbing license in Florida
- Previously held a real estate license, life insurance license, and health insurance license

## **Employment History**

- May 7 2018 to Present**      **Certified Training Institute /At Your Pace Online –**  
*Instructor*
- *Work in conjunction with CTI/AYPO to produce online courses for journeyman and master plumbers to help prepare them for the state examination*
- July 30 2014 to Present**      **Team Bob's Heating, Cooling, and Plumbing, Inc.-Traverse City, MI**  
*Plumbing Installation Manager*
- Responsibilities include:
- Scheduling all incoming work
  - Communicating with builders and homeowners
  - Work load forecasting
  - Tracking job profits
  - Plumbing estimates
  - Hiring, terminations, and ongoing training of employees
- Nov 2005 to June 2013**      **Mr. Rooter of Northern Michigan-Traverse City, MI**  
*President*
- Responsibilities include:
- Marketing and sales
  - Cost control
  - Estimating
  - Conflict resolution
  - Hiring, terminations, and ongoing training of employees

**June 1996 to  
November 2005**

**R. Drake Plumbing, Inc-Traverse City, MI**

*President (transitioned business into a franchise in 2005)*

Responsibilities include:

- Marketing and sales
- Cost control
- Estimating
- Conflict resolution
- Hiring, terminations, and ongoing training of employees

**August 1993 to  
February 1996**

**Sheren Plumbing and Heating-Traverse City, MI**

*Journeyman plumber/Service technician*

I was responsible for installing complete plumbing systems in commercial and residential projects from start to finish, including underground, rough, and finish. These projects would range in size from a small remodel to multi-million dollar projects. I also performed plumbing service work at customer's homes and was responsible for upselling products and services.

**May 1990 to June 1993**

**Ostlund Plumbing and Heating-Westland, MI**

*Journeyman plumber/Service technician*

Same job description as Sheren Plumbing and Heating. Also performed cold calls on businesses during slow periods.

**March 1986 to April 1990**

**Kenowa Plumbing and Lawn Sprinkler-Grandville, MI**

*Apprentice plumber*

I served my apprenticeship and obtained my Journeymans license with this company. Training was split about 50/50 on commercial and residential projects. Most of the jobs were new construction encompassing all phases of plumbing from underground to finish. I was running large commercial jobs by myself after only two years of training.

**Education**

**2005-2013**

**Mr. Rooter Corporate Training**

Attended multiple business training sessions held in various states concentrating on superior customer service, sales, business financials, employee hiring and retention, market penetration, marketing and advertising.

**1984-1985**

**Grand Rapids Community College** Computer Science

143 Bostwick Ave. N.E.  
Grand Rapids, MI 49603

**1980-1984**

**Forest Hills Northern High**

3801 Leonard St. N.E.  
Grand Rapids, MI 49505

High School Diploma  
Graduated with a GPA 3.25  
College Prep Courses

## License Information: Plumbing Master 8110332

### Licensee Detail

**License Type:** Plumbing Master

**License Number:** 8110332

**License State:** MI

**Business Type:** Plumbing Master

**Business Name:** INDIGO WATER PROPERTIES

**Number of Sites:**

**Business License Expiration Date:**

**License Issue Date:** 08/02/1996

**License Expiration Date:** 04/30/2026

**License Status:** Issued

**DBA:**

**Type:**

**Name:** RANDALL J DRAKE

**Title:**

### ▶ Related Records

### ▶ Public Documents

# INTERNATIONAL ASSOCIATION OF PLUMBING AND MECHANICAL OFFICIALS



This Certification is awarded to

**Randall Drake**

In recognition of achieving a passing score of 70% or better on the UPC Residential and Commercial Plumbing Inspector Certification Exam administered by the International Association of Plumbing and Mechanical Officials

No. PI359986

Cert Date: 7/24/2023

Kewadin, MI

A handwritten signature in black ink, appearing to read "Tony Mulla". The signature is written in a cursive style and is positioned above a horizontal line.

Senior Vice President  
Training and Credential Services