



The Institute of  
Builders Merchants

Advancing the  
profession of  
merchandising



# The professional body for the builders merchants industry

- | Supports and advances the profession of merchanting
- | Awards accredited qualifications and CPD that set the standard in the industry

“ Being a member of the IOBM is the mark of excellence for an individual and the proof of an employer’s commitment to the professional development of their people. ”



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## Re-launching the IOBM

The IOBM needs your support to gain national recognition for the profession of merchanning

“ Prime focus is to help its members build excellent careers in merchanning, by creating a framework of accredited qualifications, recognised by employers in the sector, that will help develop their skills and advance their careers. ”



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# The role of the IOBM is to drive the advancement of professionalism in merchanning



Advancement of  
the profession  
of merchanning



Define and promote  
the 'profession' of  
merchanning and provide  
recognised, accredited  
qualifications to enable  
individuals to excel and  
advance their careers  
in the industry



Professional,  
accessible, inclusive,  
nurturing, ambitious,  
forward-looking



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# Benefits for merchants

*Attract and retain talented people by helping them gain recognised, accredited qualifications, that are specifically designed to raise the standard of their skills in merchanting.*

- | **Support and reward your team with accredited qualifications and CPD**

that set the standard of professionalism in merchanting

- | **Get support for a bespoke staff training and development programme**

with BMF training packages and apprenticeships, linked to IOBM grades

- | **Improve staff recruitment and retention**

by demonstrating your investment in people

- | **Improve your business by ensuring your team have the highest level of sector specific knowledge and skills**

backed by accredited qualifications

- | **Share your experience in merchanting**

with individuals seeking to advance their development, through our online mentoring system

- | **Help the IOBM turn merchanting into a recognised profession**

and a vibrant sector with attractive career opportunities



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*Advance your career in merchanding with accredited qualifications and CPD that help you prove your professionalism.*

# Benefits for your staff

- | **Career advancement**  
by achieving accredited qualifications and CPD that are recognised by employers
- | **Letters after their name sets them apart**  
and provides recognition for their knowledge, qualifications, ability and skills
- | **Grow their network of industry professionals** across a wide range of roles in the sector, with badged networking opportunities
- | **Access to resources and events to help them stay ahead** of industry developments and innovations
  
- | **Accelerate their development with access to our online mentoring system**  
to learn from experienced merchanding professionals
- | **Boost their skills**  
with accredited training and CPD programmes that are the mark of excellence for individuals in the industry



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## IOBM membership levels

### STUDENT

Build your career in merchanning with an apprenticeship or accredited qualifications, that are recognised by employers

### ASSOCIATE MEMBER AIBM

Be recognised as a qualified professional and advance your career with letters after your name that prove your professionalism

### FULL MEMBER MIBM

Excel in your career as a merchanning professional with letters after your name that are the mark of excellence and are recognised by employers seeking highly qualified people with proven skills

### FELLOW MEMBER FIBM

A transitional grade from Member, usually by invitation, a way your Institute recognises your achievements & commitment in merchanning

### CORPORATE SUPPORTER MEMBER

Be recognised as an Institute Supporter and raise your profile as a champion of advancing the merchanning profession



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*“I want to gain recognised qualifications in merchanding to build my career.”*

# STUDENT MEMBER

## Career Starter

### BIOGRAPHY

The Career Starter is entering or at the start of a career in merchanding. They are learning new skills to progress their career and hope to secure a good job at a merchant with the ability to progress.

### ENTRY CRITERIA & GRADE PROGRESSION

Available to all individuals employed within the merchant industry, having at least one year employment experience including:

- 2 product knowledge syllabuses on BMF Campus or
- 2 foundation BMF Building Blocks including 1 of Health & Safety or Customer Care or
- 2 practical skills qualifications or
- Other similar approved courses as verified by the Management Committee

### BENEFITS

- Joining IOBM as a student helps you build your future merchanding, with qualifications that are transferable, company to company
- Gain access to industry leading BMF training and CPD programmes that help build your skills
- Make contacts with other professionals who work in a range of roles across the sector with badged networking opportunities
- Accelerate your development by accessing our online mentoring system to learn from experienced merchanding professionals
- Get support to help you advance to the next level of membership
- Get career advice and resources to help you learn about the industry

### IOBM MEMBERSHIP FEES

Student annual fee £30 (reduced to £20 for BMF Member employees).

### PROPOSITION

Build your career in merchanding with an apprenticeship or accredited qualifications that are recognised by employers.



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# ASSOCIATE MEMBER (AIBM) Focused Achiever

*"I have worked for a builders merchant for at least 2 years, I'm qualified and want to progress my career with proof I'm committed to the profession."*

## BIOGRAPHY

The Focused Achiever is interested in career progression and how to use qualifications to prove their value. They are interested in learning better ways of doing things, but not yet ready to commit more time to learning and development, or don't yet have the qualifications to be a full member.

## ENTRY CRITERIA & GRADE PROGRESSION

Available to individuals employed within the merchant industry having two years' employment experience including:

- Completion of an apprenticeship scheme (Level 2 of 3 and/or Team Leader Level 3) or
- 5 product knowledge syllabuses on BMF Campus or
- 5 BMF Building Blocks (including the 2 foundation modules) or
- Other similar approved courses as verified by the Management Committee

## BENEFITS

- Joining IOBM as an Associate helps you progress your career in merchanding with letters after your name that help you stand out from the crowd
- Make contacts with other professionals who work in a range of roles across the sector with badged networking opportunities
- Get support to help you advance to the next level of membership
- Get career advice and resources to help you learn about the industry
- Accelerate your development by accessing our online mentoring system to learn from experienced merchanding professionals
- Get career advice and resources to help you learn about the industry

## IOBM MEMBERSHIP FEES

Associate annual fee £40 (reduced to £30 for BMF Member employees).

## PROPOSITION

Be recognised as a qualified merchanding professional and progress your career with letters after your name that prove your professionalism.



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*“I have worked in merchanting for more than 5 years, I’m well-qualified and aspire to advance.”*

# FULL MEMBER (MIBM)

## Ambitious Advancer

### BIOGRAPHY

The Ambitious Advancer is experienced and well-qualified. They want to be recognised by their employer for their qualifications in merchanting. They are passionate about constantly learning and developing their careers.

### ENTRY CRITERIA & GRADE PROGRESSION

Available to individuals employed within the Builders Merchant industry having 5 years employment experience including:

- BMF Diploma in Merchanting or
- Level 5 Management Standard or
- BMF Foundation Degree in Merchant Management or
- Other similar approved courses as verified by the Management Committee

### BENEFITS

- Joining IOBM as a Full Member helps you excel in your career in merchanting with letters after your name that provide recognition for your knowledge, ability and skills
- Get noticed by employers with accredited qualifications and CPD that demonstrate your skills are of a very high standard
- Make contacts with other professionals who work in a range of roles across the sector with badged networking opportunities
- Access resources to help you stay at the forefront of industry developments
- Accelerate your development by accessing our online mentoring system to learn from experienced merchanting professionals

### IOBM MEMBERSHIP FEES

Member annual fee £75 (reduced to £50 for BMF Member employees).

### PROPOSITION

Excel in your career as a merchanting professional with letters after your name that are a mark of excellence and recognised by employers seeking highly qualified people with proven skills.



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# FELLOW MEMBER (FIBM) Respected Contributor

## BIOGRAPHY

The Respected Contributor is a senior professional in the industry, a leader and influencer. They have made an exceptional contribution to the sector over many years by actively promoting, endorsing and utilising lifetime learning during their career.

## ENTRY CRITERIA

This grade of membership is by invitation only from the Management Committee and reserved for Full Members who have made an exceptional contribution to the Institute over many years by actively promoting, endorsing and utilising lifetime learning during their personal career.

## BENEFITS

- Joining IOBM as a Fellow provides the recognition you deserve for the status you've earned as a leader and influencer of the merchanting industry
- Be an ambassador for the merchanting profession and help to advance the professionalism of the sector
- Enhance your professional reputation and achieve greater influence
- Be a role model and mentor through our recognised mentoring programmes

## IOBM MEMBERSHIP FEES

Fellow annual fee £90 (reduced to £65 for BMF Member employees).

*“After many years in the industry, I want to be invited to become a fellow to be recognised for my achievements in merchanting.”*

## PROPOSITION

Enhance your professional status with the highest grade of IOBM membership which recognises your achievement in the profession of merchanting.



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# CORPORATE SUPPORTER MEMBER Institute Supporter



*“I represent a business that is interested in helping the builders merchants industry to professionalise. I believe in supporting the IOBM to help raise standards, as well as the profile of my business.”*

## PROPOSITION

Be recognised as an Institute Supporter and raise your profile as a champion of advancing the merchanting profession.

## BIOGRAPHY

The Institute Supporter is concerned by the skills shortage and passionate about the industry. They represent a buying group, service or supplier business that supports advancement of the profession of merchanting.

## ENTRY CRITERIA

Open to all businesses in building materials supply, including manufacturers and suppliers.

- 2 nominated employees

## BENEFITS

- IOBM Corporate Supporter membership demonstrates your company's commitment to advancing the merchanting profession.
- Show your support for the value of professional qualifications, learning and development.
- Gain awareness, recognition and credibility as a supporter of the Institute and its ethics.
- Help the IOBM turn merchanting into a vibrant sector with attractive career opportunities.
- Be a role model and mentor through our recognised mentoring programmes.
- Opportunity to include your company CPD programmes and training to the merchant industry and employees, free of charge.
- Membership allows for 2 named Institute contacts at Associate member grade

## IOBM MEMBERSHIP FEES

Corporate Supporter annual fee  
£400 pa.



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## The Institute of Builders Merchants

Support and reward your team by helping advance their skills with apprenticeships, accredited qualifications and CPD that set the standard for the merchanding profession.

Ask about how to get your people into IOBM membership, at the right level, with the right training plan.





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## Certificate of Membership

This is to certify that

**James Jameson**

is a

**Fellow Member**

**of The Institute of Builders Merchants**

1 March 2022 – 1 March 2023

Dave Saunders, Past President IOBM

John Newcomb, BMF CEO



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## The professional body for the builders merchants industry

Find out more about how the IOBM is supporting the professional advancement of those working in the merchenting industry, visit [www.bmf.org.uk/iobm](http://www.bmf.org.uk/iobm) or contact your BMF regional manager.



Building excellence  
in materials supply