Cost Reduction and Profit Improvement

28 Sep - 02 Oct 2026
Cairo

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Cost Reduction and Profit Improvement is a 5-day senior-level cost and margin course delivered by Mars Training Centre UK in London, Dubai, Prague, Kuala Lumpur and Johannesburg — designed for finance directors, operations directors, country managers, and senior business unit leaders who carry margin responsibility and need a disciplined approach to improving it.

Most cost programmes deliver less than promised. Across-the-board cuts damage capability, slogans about doing more with less demotivate the organisation, and short-term savings often unwind within a year. The leaders who get cost and profit improvement right run a structured programme: clear baseline, sharp targets, defensible interventions, a governance cadence, and the change-management discipline to make the savings stick.

Across five focused days, you will work through cost diagnosis, structural and operational interventions, pricing and revenue improvement, programme governance, and the cultural disciplines that protect a margin improvement once delivered. The cases are drawn from corporate cost programmes in the United Kingdom, Europe, and the Middle East, and the work is delivered by senior practitioners with operating and consulting experience.

What You Will Learn

- Diagnose the cost structure of a business unit at a defensible level of detail.
- Identify structural versus tactical cost reduction opportunities.
- Apply zero-based and activity-based approaches to specific cost pools.
- Improve gross margin through pricing, mix, and discount discipline.
- Reduce selling, general, and administrative cost without value destruction.
- Renegotiate supplier contracts and rationalise the supply base.
- Design and run a cost programme with proper governance.
- Build leakage controls so that delivered savings actually stick.
- Communicate cost programmes internally without losing the organisation.
- Lead a margin improvement programme through to closure.

How You Will Benefit

You will leave with a structured cost and margin toolkit and a Mars Certificate of Completion.

Your organisation will gain a senior leader who improves margins deliberately rather than across the board, runs cost programmes that deliver what they promise, and protects capability while reducing the cost base.

Who This Programme Is For

This programme is designed for senior leaders with margin responsibility, including:

- Finance Directors and Group Financial Controllers
- Operations Directors and Chief Operating Officers
- Country and Regional Managing Directors
- Procurement and Supply Chain Directors
- Senior Business Unit Heads carrying P&L responsibility
- Transformation and Programme Directors
- Senior consultants supporting cost programmes

The seniority floor is senior manager and above. The programme is delivered in person over five consecutive days, with a Mars Certificate of Completion awarded on the final day.