
Working Capital Management for Finance Leaders





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Working Capital Management is a 5-day senior-level working capital course delivered by Mars Training Centre UK across our international training centres — London, Dubai, Amsterdam, Bangkok and Jakarta — designed for finance directors, treasurers, supply chain directors, and senior commercial leaders responsible for the cash tied up in receivables, inventory, and payables.

Working capital is often the largest single source of cash a business owns and the slowest to recover. A two-day improvement in the cash conversion cycle frequently unlocks more value than a year of cost cutting, and yet many groups manage receivables, inventory, and payables in separate silos with no single leader accountable for the whole. The leaders who get working capital right release significant cash, reduce funding need, and free the business to invest.

Across five focused days, you will work through receivables management, inventory discipline, payables practice, the working capital cycle as a whole, and the governance and incentives that make improvements sustainable. The cases are drawn from corporates in the United Kingdom, Europe, and the Middle East, and the work is delivered by senior practitioners with treasury and operating experience.

What You Will Learn

- Diagnose working capital performance at business unit and group level.
- Benchmark the cash conversion cycle against peers and across cycles.
- Improve receivables performance through credit, billing, and collections discipline.
- Reduce inventory without damaging service level or revenue.
- Manage payables responsibly while protecting supplier relationships.
- Build a working capital target operating model.
- Use supply chain finance and receivables finance tools appropriately.
- Connect working capital performance to incentives and accountability.
- Lead a working capital release programme through to delivered cash.
- Sustain working capital discipline after the initial programme closes.

How You Will Benefit

You will leave with a structured working capital toolkit and a Mars Certificate of Completion.

Your organisation will gain a senior leader who releases cash from operations, reduces external funding requirements, and brings sustained discipline to the cash conversion cycle.



Who This Programme Is For

This programme is designed for senior leaders responsible for working capital, including:

- Finance Directors and Group Financial Controllers
- Treasurers and Cash Managers
- Operations and Supply Chain Directors
- Senior Commercial and Sales Operations leaders
- Procurement and Strategic Sourcing Directors
- Country and Regional Managing Directors
- Senior consultants supporting working capital 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.