



Case study: Supporting business growth through Microsoft Excel and Project Management training

When businesses expand into new markets, **building internal capability** is essential to supporting growth, consistency, and operational confidence. For one **US-based international food manufacturing organisation** launching its Australian operations, Microsoft Excel and Project Management training became a key part of that journey.

THE CHALLENGE

As the organisation established its Australian operations, teams across multiple departments needed practical tools to support financial forecasting, planning and project coordination.

Microsoft Excel was central to day-to-day work, but capability levels varied across the business.

Their key priorities included:

- Improving Excel capability across multiple departments
- Supporting accurate financial forecasting and planning
- Tailoring training to different employee skill levels
- Building project management capability within the Melbourne-based leadership team

THE SOLUTION

Odyssey Training began with a **needs analysis** to identify capability gaps and design a training schedule aligned to real business needs.

The Excel program included:

- 1 x customised **three-hour Excel Intermediate/Advanced session**
- 2 x standard **one-day Excel Intermediate course**
- 2 x tailored **one-day Excel Advanced course**

All sessions were delivered **on-site**, ensuring training was practical and directly relevant to how teams used Excel in their daily roles.

Following the success of the Excel program, the client engaged Odyssey Training to deliver a **Project Management Fundamentals course** for their Melbourne-based leadership team. Odyssey Training worked closely with the client's **in-house HR team** to tailor the one-day course to specific learning objectives, including a pre-course meeting with the facilitator and a post-course debrief and report on participant evaluations.

WHAT MADE THE TRAINING EFFECTIVE

Three elements drove the success of this engagement:

**ODYSSEY
TRAINING™**

By **SGS**

- A **needs analysis approach** that identified capability gaps before training began
- **Tailored, on-site delivery** aligned directly to the client's business environment
- **Close collaboration with the HR team** at every stage from scoping to post-course debrief

THE RESULTS

The organisation achieved their learning objectives across both programs, with participants and leadership providing **excellent feedback** on Odyssey Training's facilitation style and approach.



Brendan was great, knowledgeable, good interaction with the group and allowed plenty of time for questions."

- Program participant



Enjoyed the training and got good value out of it."

- Program participant

The strength of the training relationship led to something that speaks for itself **Odyssey Training continues to support this client**, delivering further Microsoft Excel, Project Management and Effective People and Communication Skills training through both on-site and public course options.

THE OUTCOME

For a business building its Australian operations from the ground up, **getting the foundations right matters**. By partnering with Odyssey Training, this organisation equipped their people with the practical skills needed to operate efficiently, plan effectively and lead with confidence from day one.

The ongoing training partnership is a reflection of the results delivered and the trust built along the way.

ABOUT THE CLIENT

Our client is a **highly successful US-based international food manufacturing organisation** that recently launched operations in Australia. With teams across **Sales, Marketing, Finance, Procurement, and Planning**, building a capable, confident workforce from the ground up was a critical priority.

Looking to build capability as your business grows?

For more information, visit www.odysseytraining.com.au or talk to our team:

- **Phone:** 1300 793 951
- **Email:** info@odysseytraining.com.au