COURSE BROCHURE

SaaS & Solution Sales

Business & Entrepreneurship / Sales Management

One-time full-course fee

INR 2,499

Access

12 months course access

Study plan

12 suggested study hours; 12 months access

Learning format

4 self-paced written English lessons with original worked examples, practical exercises, explained answers and a self-assessed capstone. The material is AI-authored with independent AI editorial checks. Optional automated Course Tutor assistance is available in the protected LMS.

Programme overview

Qualify a software use case, construct an assumption-based value case, plan a truthful demonstration and pilot, interpret recurring-revenue metrics and prepare a sales-to-adoption handoff through four original written lessons. 4 self-paced written English lessons with original worked examples, practical exercises, explained answers and a self-assessed capstone. The material is AI-authored with independent AI editorial checks. Optional automated Course Tutor assistance is available in the protected LMS. Independent ZELVU sales-skills education. No live instructor classes, individual human marking, recorded lecture series, external professional certification, software licence, customer leads, employment or income guarantee is included. Practice uses supplied fictional business cases; software subscriptions and any real business implementation are separate. A standalone specialist course on subscription software and solution evaluation. B2B sales, discovery, CRM, forecasting and account-management courses cover adjacent skills separately. This course contains no software licence, vendor certification or entitlement to another ZELVU Education or ZELVU Business product.

Who this is for

1. Sales learners and software professionals with basic spreadsheet arithmetic. Product development, security review and procurement expertise are not assumed or certified. All exercises use fictional data and require no software purchase.
2. Use supplied fictional records for practice and keep real customer or confidential business information out of exercises.

Published topics and learning focus

1. Qualify the Use Case and Build a Credible Value Case
2. Design a Demonstration and a Measurable Pilot
3. Interpret MRR, Retention and Adoption Without Inflating Results
4. Capstone: Prepare an Evidence-Based Software Recommendation

Before you choose

1. These are published programme highlights, not certification of complete syllabus coverage. Review the available reading index and programme trial before enrolling.
2. ZELVU provides learning support. It does not award the underlying degree, professional registration or an examination result.
3. Current checkout terms and refund policy apply. Payment and access require successful provider verification.

Take the next step

Explore the programme trial

View current details, scope and terms

Ask ZELVU about this programme

Save this brochure for reference. Details can change: confirm the current programme page and checkout before making a purchase.