

DigiCert Solution Sales Professional

Build the sales knowledge needed to position DigiCert solutions with confidence.

The DigiCert Solution Sales Professional certification gives partner sellers the knowledge required to understand DigiCert's portfolio, identify customer needs, and connect those needs to the right DigiCert solutions through outcome-focused sales conversations.

Format	Self-paced digital learning through DigiCert University
Estimated time	Approximately 3.2 hours for the six Solution Sales Advisor courses, plus the Digital Trust Professional prerequisite
Certification requirement	Complete the Digital Trust Professional certification and all six Solution Sales Advisor courses
Courses included	Trust Lifecycle Manager Software Trust Manager Device Trust Document Trust Manager UltraDNS CertCentral TLS
Assessment	Receive a passing grade on all required quizzes
Certification validity	2 years

About this certification program

The DigiCert Solution Sales Professional certification helps partner sellers build the sales knowledge required to position DigiCert solutions with confidence. The program focuses on DigiCert's digital trust portfolio, customer business drivers, discovery questions, common use cases, and outcome-based positioning. Learners complete the Digital Trust Professional certification and six Solution Sales Advisor courses, then pass the required quizzes to earn certification credit.

Certification courses

The certification includes the Digital Trust Professional prerequisite and six solution-focused sales courses. Each Solution Sales Advisor course is designed to help sellers understand the customer challenge, recognize qualified opportunities, and explain the value of the related DigiCert solution.

Trust Lifecycle Manager	Position centralized certificate lifecycle management, automation, visibility, and reduced operational risk.
Software Trust Manager	Connect software signing and key protection needs to secure software supply chain outcomes.
Device Trust	Identify connected device trust opportunities and position device identity, authentication, and lifecycle management value.
Document Trust Manager	Explain how document signing and trusted digital document workflows support security, compliance, and efficiency.
UltraDNS	Position managed DNS, resilience, availability, and performance as part of a broader digital trust conversation.
CertCentral TLS	Discuss TLS certificate management needs and connect customers to DigiCert's certificate management capabilities.

What is DigiCert University?

DigiCert University is DigiCert's learning platform for partner and customer training. It provides role-based courses, certification paths, assessments, and learning records that help learners build the knowledge needed to sell, deploy, administer, and support DigiCert solutions. The DigiCert Solution Sales Professional certification is completed through DigiCert University as self-paced digital learning.

Who should attend?

- Partner account executives and sales representatives
- Partner sales managers and channel sales teams
- Customer-facing sellers who position DigiCert solutions
- New partner sellers completing DigiCert Partner Program sales training requirements

Learn at your own pace

The DigiCert Solution Sales Professional certification is delivered as self-paced digital learning, so sellers can complete training around customer meetings, pipeline activity, and partner program priorities. Each course is broken into focused lessons that can be completed independently, with quizzes used to confirm understanding and record certification progress.

- Complete training online through DigiCert University
- Move through each course at a pace that works for your schedule
- Return to course content as needed to reinforce discovery questions, solution positioning, and customer use cases
- Track quiz completion and certification progress through the learning platform

Course registration

Partner sellers can register for and complete the DigiCert Solution Sales Professional certification entirely within DigiCert University. Learners should first complete the Digital Trust Professional certification, then complete all six Solution Sales Advisor courses and pass the required quizzes.

- Access the certification path through DigiCert University or the appropriate partner learning experience
- Complete the Digital Trust Professional certification prerequisite
- Complete all six Solution Sales Advisor courses
- Pass all required quizzes to earn certification credit
- Contact DCU_Help@digicert.com for DigiCert University access or registration support

Become a DigiCert Solution Sales Professional

Upon completion, learners earn recognition as a DigiCert Solution Sales Professional.

Certification confirms that the learner has completed the Digital Trust Professional certification, completed the required Solution Sales Advisor courses for Trust Lifecycle Manager, Software Trust Manager, Device Trust, Document Trust Manager, UltraDNS, and CertCentral TLS, and received passing grades on all required quizzes.

This certification helps partner sellers demonstrate readiness to discuss DigiCert's digital trust portfolio, identify relevant customer needs, and position DigiCert solutions in alignment with customer outcomes.

About DigiCert

DigiCert is a global leader in intelligent trust, securing people, data, and devices with AI-powered solutions built to stop threats today and prepare for a quantum-safe future.

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