



David Herbst
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David Herbst is a Federal Sales Engineer at Mattermost, recognized as an AI/ML innovator and a strategic leader in federal and defense technology. With over 15 years of experience, David has driven high-stakes technology operations in some of the most secure environments, spearheading complex cloud migrations and orchestrating large-scale infrastructure initiatives with flawless execution. He is known for applying advanced AI/ML approaches—such as natural language processing and multi-modal data fusion—to solve the nation's toughest security challenges and deliver transformative mission results.

David's track record spans winning and executing multi-million-dollar federal contracts, which combines his deep technical expertise with strategic business insight to accelerate growth and ensure mission success. Prior to his role at Mattermost, David held key positions at leading companies including Virtualitics, Primer.ai, Rebellion Defense, Descartes Labs, and Exeter Government Services, where he continuously led technical programs and solutions architecture across federal agencies and defense organizations. His skills include ETL, data analysis, artificial intelligence, machine learning, and executive-level technology leadership.

David holds a Bachelor of Arts in Defense Systems Management with a concentration in Acquisition Program Management from Defense Acquisition University and has formal training in Electronic Systems Technology from Air University, U.S. Air Force Institute of Technology.