



APPLICATION FOR COUNTY OF ORANGE
BOARD, COMMISSION OR COMMITTEE

Return to: Clerk of the Board of Supervisors
400 W. Civic Center Dr., 6th Floor
Santa Ana, California 92701
Email: response@ocgov.com
Website: <https://cob.ocgov.com/>

Attachment A
(FOR COUNTY USE ONLY)

Instructions: Please complete each section below. Be sure to enter the title of the Board, Commission or Committee for which you desire consideration and attach a resume. For information or assistance, please contact the Clerk of the Board of Supervisor's Office at (714) 834-2206. Please print in ink or type.

NAME OF BOARD, COMMISSION, OR COMMITTEE TO WHICH YOU ARE APPLYING FOR MEMBERSHIP. SEE LIST AT <https://cob.ocgov.com/boards-commissions-committees/bcc-name-list-and-contact-information>

Orange County Veterans Advisory Council

SUPERVISORIAL DISTRICT IN WHICH YOU RESIDE: ☐ First ☐ Second ☒ Third ☐ Fourth ☐ Fifth

APPLICANT NAME AND RESIDENCE ADDRESS:

John Earle Burick

First Name

Middle Name (Optional)

Last Name

Street Address

City

State

Zip Code

Home Phone Number

Cell Phone Number

Email Address

CURRENT EMPLOYER:

OCCUPATION/JOB TITLE: National Director, Federal Accounts

BUSINESS ADDRESS:

BUSINESS PHONE NUMBER:

☐ **EMPLOYMENT HISTORY:** Please attach a resume to this application and provide any information that would be helpful in evaluating your application. **A RESUME MUST BE ATTACHED TO YOUR APPLICATION.**

ARE YOU A CITIZEN OF THE UNITED STATES: ☒ YES ☐ NO

IF NO, NAME OF COUNTRY OF CITIZENSHIP:

ARE YOU A REGISTERED VOTER? ☒ YES ☐ NO

IF YES, NAME COUNTY YOU ARE REGISTERED IN: Orange County

LIST ALL CURRENT PROFESSIONAL OR COMMUNITY ORGANIZATIONS AND SOCIETIES OF WHICH YOU ARE A MEMBER.

<u>ORGANIZATION/SOCIETY</u>	<u>FROM (MO./YR.)</u>	<u>TO (MO./YR.)</u>
Orange County Veterans Advisory Council	08/2022	Present
AMSUS Society of Federal Health Professionals	03/2019	Present
Veterans of Foreign Wars Post 6024	09/2013	Present

WITHIN THE LAST FIVE YEARS, HAVE YOU BEEN AFFILIATED WITH ANY BUSINESS OR NONPROFIT AGENCY(IES)? ☐ YES ☒ NO

DO YOU OWN REAL OR PERSONAL PROPERTY OR HAVE FINANCIAL HOLDING WHICH MIGHT PRESENT A POTENTIAL CONFLICT OF INTEREST? ☐ YES ☒ NO

HAVE YOU BEEN CONVICTED OF A FELONY OR MISDEMEANOR CRIME SINCE YOUR 18TH BIRTHDAY? YOU ARE NOT REQUIRED TO DISCLOSE ANY OF THE FOLLOWING: ARRESTS OR DETENTIONS THAT DID NOT RESULT IN A CONVICTION; CONVICTIONS THAT HAVE BEEN JUDICIALLY DISMISSED, EXPUNGED OR ORDERED SEALED; INFORMATION CONCERNING REFERRAL TO AND PARTICIPATION IN ANY PRETRIAL OR POSTTRIAL DIVERSION PROGRAM; AND CERTAIN DRUG RELATED CONVICTIONS THAT ARE OLDER THAN TWO YEARS, AS LISTED IN CALIFORNIA LABOR CODE § 432.8 (INCLUDING VIOLATIONS OF CALIFORNIA HEALTH AND SAFETY CODE SECTIONS 11357(B) AND (C), 11360(C) 11364, 11365 AND 11550 – AS THEY RELATE TO MARIJUANA)?

☐ YES ☒ NO

IF YES, PLEASE EXPLAIN AND ATTACH ADDITIONAL SHEETS, IF NECESSARY.

PLEASE BRIEFLY EXPLAIN WHY YOU WISH TO SERVE ON THIS BOARD, COMMITTEE, OR COMMISSION. ATTACH ADDITIONAL SHEETS, IF NECESSARY.

See attached sheet titled "Application Statement of Desired Appointment."

DATE: 2026 06 29

APPLICANTS SIGNATURE:



CLERK OF THE BOARD OF SUPERVISORS USE ONLY – DO NOT WRITE BELOW THIS LINE

Date Received: _____ Received by: _____ Deputy Clerk of the Board of Supervisors

Date referred: _____

To: ☐ BOS District 1 ☐ BOS District 2 ☐ BOS District 3 ☐ BOS District 4 ☐ BOS District 5
☐ All BOS ☐ BCC Contact Person Name _____

**COL(R) John E. Burick
Application Statement of Desired Appointment
Orange County Veterans Advisory Council**

I am uniquely qualified to advocate for our veterans and advise the Orange County Board of Supervisors on veteran issues because of my military experience, private-sector work, and volunteer service as an At-Large Commissioner on the Orange County Veterans Advisory Council (OCVAC) for the past three years.

I am a retired Army Colonel with 32-years of service. I am a decorated Afghanistan combat veteran with an 80 percent disability rating and listed on the Veterans Administration (VA) Burn-Pit Registry. As a burn-pit veteran, I am passionate representative in the VA and our community for my fellow burn-pit warriors.

As a National Director of Federal Accounts for an international vaccine company, I have worked with the Department of War (DOW), Defense Health Agency, Department of Veterans Affairs (DVA), and Department of Health and Human Services. I have a deep understanding of how DOW and DVA transition and support our veterans via Veterans Integrated Service Networks and use that knowledge serving on OCVAC.

In August, I will be retiring from the private sector. Not being one to sit around, I plan to spend much of my time working with OCVAC in a more active role and volunteering with Veterans of Foreign Wars Post 6024, American Legion Post 281, Disabled Veterans of America Jack Fisher Chapter 23, and the Mission Viejo Elks Club Veterans Committee. I cannot think of a better way to serve Orange County by advocating for my fellow veterans and providing sound advice to our Board of Supervisors. Public service is a cornerstone of my life and want my OCVAC service to continue that endeavor by working with our Orange County Veterans Service Office and Board of Supervisors on behalf of our veteran community.

Very respectfully,



COL(R) John E. Burick
Commissioner, At-Large
Orange County Veterans Advisory Council

JOHN E. BURICK, MGA

Market Access | Sales Leadership | Marketing Management

Smart, dedicated, hardworking, and award-winning sales and marketing leader with expertise in launching products and developing marketing plans for start-up and established pharmaceutical and healthcare companies. Proven ability to lead highly performing teams and formulate marketing strategies and tactics that translate into sales results.

EXPERIENCE

[REDACTED]
Bethesda, MD

National Director, Federal Accounts

08/2025 to present

National Account Director-Department of Defense

01/2024 to 08/2025

Responsible for developing market access to the Department of Defense (DOD) and all Other Government Agencies (OGA) for two vaccines preventing Japanese Encephalitis (JEV) and Chikungunya (CHIKV) mosquito-borne viruses

- Increased 2024 DOD JEV vaccine sales by 23.4% generating \$31.6 million in revenue
- Exceeded 2024 OGA JEV vaccine sales goal by 144% generating \$1.34 million
- Collaborated with the DOD Joint Preventive Medicine Policy Group to publish the Chikungunya Virus and Vaccine Information Paper dated 2024-07-11 authorizing the Valneva CHIKV vaccine as a countermeasure
- Worked with the Defense Logistics Agency, U.S. Army Medical Material Development Activity, and Department of Veterans Affairs to establish the CHIKV vaccine National Stocking Number, E-Catalogue listing, and FSS/BIG4 pricing
- Negotiated the DLA FY2025-26 JEV vaccine contract for a maximum of 300,000 doses generating \$49.3 million
- Launched CHIKV vaccine using vaccine and virus briefings to U.S. European, Africa, Indo-Pacific, and Special Operations Command Surgeons and Force Health Protection staff

[REDACTED]
Santa Barbara, CA

Director of Marketing

05/2022 to 07/2023

Responsible for leading a cutting-edge marketing organization driving brand awareness and product growth for dental isolation devices that improve the lives of patients and clinicians

- Led and mentored a high-performing and multi-disciplinary marketing team including a Campaigns Manager, Social Media Manager, Digital Media/Graphics Designer, and Video Editor/Producer
- Synchronized go-to-market strategies that generate brand awareness and customer demand
- Supervised promotional strategies leveraging Search Engine Optimization and Search Engine Marketing
- Managed a \$1.2 million marketing annual budget

[REDACTED]
Hayward, CA

Federal Account Director

07/2019 to 11/2021

Responsible for creating market access for battlefield and first responder analgesic for the DOD, VA, Department of Interior (DOI), and Indian Health Services (IHS) in the Western United States

- Recognized as the 2020 Federal Account Director of the Year
- Generated 32% of total company revenues from assigned federal accounts during Fiscal Year 2020-2021
- Sold to C-Suite decision makers in pharmacy, anesthesiology, and emergency medicine
- Developed Military Treatment Facility account champions that successfully presented to Pharmacy & Therapeutic Committees and won formulary approval
- Developed a train-the-trainer presentation and program adopted by the Department of the Army
- Networked with Veterans Integrated Services Networks, IHS National Supply Service Center, and DOI National Park Service, DOD Joint Trauma Combat Casualty Care, and Uniform Service University Health Sciences

[REDACTED]
Atlanta, GA

Senior Federal Account Manager

03/2019 to 07/2019

Responsible for creating market access for the company portfolio with DOD, VA, and IHS in the Western United States

Marketing and Key Accounts Manager

10/2015 to 03/2019

Responsible for developing and executing marketing plan strategies and tactics for an acetaminophen overdose antidote and ventricular arrhythmia treatment

- Served as the Product Manager providing tactical planning and support for US launch and brand plans
- Developed and implemented all marketing-mix strategies integrating product, price, place, and promotion tactics resulting in 79% sales growth in 2017 and 98% in 2018
- Supervised external medical communications agencies, research firms, and production companies to ensure deliverables within scope, on time, and on budget
- Authored product home study modules and presentations and served as the primary Sales Training instructor
- Negotiated pricing and red-lined contracting Statements of Work with Integrated Delivery Networks, Group Purchasing Organizations, and Federal Government Agencies
- Worked on market access to the DoD, VA, IHS, Tricare-West, OptumRx, and Kaiser Permanente
- Briefed the Board of Directors annually and Executive Committee quarterly

Senior District Sales Manager

09/2014 to 10/2015

Responsible for building a specialty sales team west of the Rocky Mountains supporting company expansion

- Exceeded launch sales goals of 106% for two products
- Recruited, trained, and led 13 Specialty Sales Representatives with no pharmaceutical industry experience

MILITARY EXPERIENCE

UNITED STATES ARMY RESERVE

Fort Knox, KY

Colonel (Retired)

05/1987 to 12/2019

- Awarded The Legion of Merit, The Bronze Star, and The Meritorious Service Medal, Afghanistan Campaign Medal, and Combat Infantryman Badge
- Commanded multi-national, joint-service, and combined-arms units up to 1,989 service members
- Planned and organized disaster relief and combat operations involving up to 24,000 soldiers

EDUCATION

MASTER OF GENERAL ADMINISTRATION: Financial Management, University of Maryland, University College, College Park, MD, 1996

BACHELOR OF ARTS IN COMMUNICATIONS: News/Editorial, California State University, Fullerton, CA, 1986

TRAINING

LEAN SIGMA SIX GREEN BELT, California State Military Department, Sacramento, CA, 2013

COMMAND & STAFF GENERAL COLLEGE, United States Army, Fort Leavenworth, KS, 2004

ACCELERATED LEADERSHIP TRAINING, Aventis Pharmaceuticals University, Bridgewater, NJ, 2003

FUNDAMENTALS OF MANAGEMENT, Aventis Pharmaceuticals University, Bridgewater, NJ, 2001

SKILLS

Microsoft Office, Word, PowerPoint, Excel, Salesforce, Veeva Rep, Veeva Vault, SAP Concur, HubSpot, ASANA, Monday's, Playbook, Mural, Google Suite, Google Analytics 4, Later, SAM.gov, DIBBS