

2020 #20

June 5, 2020

INSIDE:

ADRP, Facebook, and the WHO Unveil Resources Ahead of WBDD2

REGULATORY NEWS.....3

RESEARCH IN BRIEF3

WORD IN WASHINGTON5

MEMBER NEWS.....5

ADRP Webinar: Strategies to Offset Donor Recruitment Challenges6

ABC Webinar: Facebook Blood Donation Tool Training & New Features Update.....6

GLOBAL NEWS7

COMPANY NEWS7

CALENDAR.....8

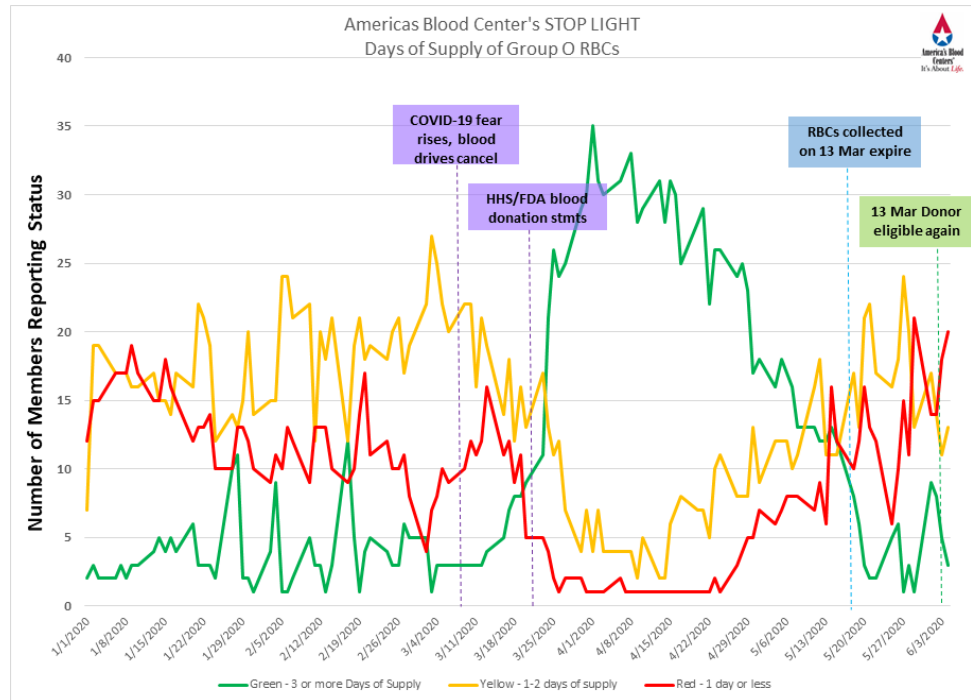
POSITIONS.....9

As Summer Arrives, U.S. Blood Supply Decreases in the Midst of Pandemic

As the COVID-19 pandemic continues, the U.S. blood supply seems to be trending downwards. Several factors can be attributed to this decline including:

- the cancellation of blood drives as result of the pandemic;
- reduced capacity for blood center collection resulting from implementing social distancing; and
- hospitals ramping up elective surgeries increasing the demand for blood as more states continue to relax “stay at home orders.”

Trend data from America’s Blood Centers (ABC) demonstrates a steady decline from March, when the blood community and government officials stressed the need for individuals to donate to ensure the availability of the U.S. blood supply. These efforts led to a peak supply in early April. Last week, ABC, AABB, and the American Red Cross issued a joint [statement](#) raising awareness of the need for blood donors in which the organizations urged “eligible individuals to make an appointment to donate now.”



Courtesy of America's Blood Centers Stoplight Data

(continued on page 2)



U.S. Blood Supply (continued from page 1)

In a story [appearing](#) in the *New York Times*, Gulf Coast Regional Blood Center President and CEO Brian Gannon, chair of the AABB Interorganizational Task Force for Disasters indicated that he was telling hospitals serviced by his blood center to “slow down on [their] elective surgeries.” ABC and the national blood community will continue its outreach and advocacy efforts with federal officials, the media, and the public on behalf of blood centers to assist them in ensuring blood is available when needed. Stay tuned for upcoming announcements detailing measures underway by ABC for its members.

ADRP, Facebook, and the WHO Unveil Resources Ahead of WBDD



On June 14, the World Health Organization (WHO) and countries around the globe will recognize World Blood Donor Day (WBDD), the annual celebration of blood donors aimed at raising awareness of the ongoing need for blood. This year, ADRP, an international division of America’s Blood Centers has also developed a toolkit of resources to assist donor centers in promoting World Blood Donor Day. The organization is encouraging all blood centers to use these resources in the days leading up to June 14th and the week that follows. Those resources and more are available on the ADRP [website](#).

Additionally, Facebook has created a social media [toolkit](#) to assist community blood centers in attempting to prevent blood shortages that typically occur during the summer months. The toolkit includes:

- videos;
- graphics; and
- content that can be shared on Facebook, Instagram, and WhatsApp.

Facebook notes that the collateral materials are only recommendations as, “we defer to our partners and local public health guidance on the best way to communicate about blood donations in your communities.”

The materials are available on both the [ABC member site](#) and ADRP’s site as part of Facebook’s continued partnership with the blood community to spotlight the need for blood donation.



World Health Organization (WHO). Also this week, the WHO [released](#) resources designed to promote World Blood Donor Day with the theme, “Safe blood saves lives” and the slogan “give blood and make the world a healthier place.” Their materials include posters, a one-pager, and social media graphics that can be customized as well as an animated World Blood Donor Day 2020 [video](#).





REGULATORY NEWS

The U.S. Food and Drug Administration (FDA) issued a [communication](#) last week to stakeholders within the blood collection community entitled “Updated Blood Donor Policies.” In the letter from FDA’s Center for Biologics Evaluation and Research’s (CBER) Office of Blood Research and Review (OBRR) Director Nicole Verdun, MD, the agency acknowledges the challenges that the COVID-19 pandemic has presented for the blood community impacting the availability of the nation’s blood supply due to canceled blood drives and social distancing guidelines. It highlights measures taken by the agency to help mitigate the impact of the pandemic on blood centers. “At FDA, we want to do everything we can to encourage more blood donations. You are likely aware that on April 2, 2020, the agency [announced](#) that we have updated some of our existing policies to help ensure that we have an adequate blood supply, while still protecting the safety of our nation’s blood supply. These changes have now been incorporated into the Donor History Questionnaires recognized as acceptable by FDA for blood and blood [components](#) and for Source [Plasma](#).” The letter also outlines guidance changes put in place that it believes “will have a significant and positive impact on our blood supply.” It adds that “[b]y harmonizing most of our deferrals to a three-month period prior to donation, there is some evidence to suggest that blood safety may even be improved because it will be easier for people to recall recent behaviors during one specific time interval rather than several different ones. Please note that FDA will continue to use the Transfusion Transmissible Infection Monitoring System that looks at more than half of the blood donated in the United States to ensure continued safety of the blood supply. We encourage blood establishments to promptly implement these new policies, which should help prevent blood and plasma shortages during this time of crisis.”

(Source: FDA [Communication](#), 5/29/20) ♦

RESEARCH IN BRIEF

SARS-CoV-2 Risk of Transfusion Transmission. A recent rapid review published in *Transfusion* addressed the questions “whether Coronavirus Disease 2019 (COVID-19) can be transmitted through blood and how long SARS-CoV-2 positive patients with minimal symptoms have to be deferred from blood donation.” The study reported “on molecular detection of SARS-CoV-2 in 18 patients.” The researchers used “SARS-CoV-2 testing targeting the E and RNA-dependent RNA polymerase gene... In patients with minor symptoms, laboratory tests were carried out during the two-week quarantine period, in those with severe symptoms, tests were done during inpatient treatment.” The study included 12 male patients and six female patients. “Three[patients] were asymptomatic, seven presented with flu-like symptoms, five had flu-like symptoms as well as fever, two suffered from pneumonia, and one patient needed artificial respiration because of acute respiratory distress syndrome (ARDS).” The researchers found that only “three of the 18 patients fulfilled the requirements for blood donation.” Additionally, they discovered from “oral swabs or sputum from the lower respiratory tract...[which] tested RT-PCR positive in all patients, RNAemia was only detected in one out of eight serum/plasma samples taken from the patient with ARDS [179 copies/mL].” In those individuals who were asymptomatic and eligible for blood donation as well as patients with flu-like symptoms and fever, “no SARS-CoV-2 RNA could be detected in the blood or serum despite a clearly positive result in all throat swabs.” The researchers noted that “RNAemia is not equivalent to infectiousness, i.e., despite the presence of RNA it is unknown whether blood can harbor intact viruses that are able to [be transfusion transmitted]...[For] two [other] coronaviruses that have emerged over the past 20 years SARS, the Severe Acute Respiratory Syndrome Coronavirus, and MERS-CoV, causing Middle East Respiratory Syndrome, no [transfusion transmission has] been documented.” Of the “18 patients with RT-PCR confirmed SARS-CoV-2 infection included in [this] study only one critically ill individual had RNAemia.” The authors concluded that “based on these limited data, there is no measurable risk for SARS-CoV-2 transmission through blood components in asymptomatic SARS-CoV-2 infected individuals...[they also

(continued on page 4)

RESEARCH IN BRIEF (continued from page 3)

called for] well-powered studies ...to further evaluate the potential risk of [transfusion] transmission and to determine the appropriate [deferral] time for blood donation of recovered SARS-CoV-2 patients.”

Citation: Corman, V.M., Rabenau, H.F., Adams, O., *et al.* SARS-CoV-2 asymptomatic and symptomatic patients and risk for transfusion transmission. *Transfusion*. 2020. Doi:[10.1111/trf.15841](https://doi.org/10.1111/trf.15841).

Contributed by Richard Gammon, MD, Medical Director at OneBlood 

BRIEFLY NOTED

A reminder that the Centers for Disease Control and Prevention (CDC) has extended the deadline to submit responses for the National Blood Collection and Utilization Survey (NBCUS) to July 10th. The agency launched the 2019 National Blood Collection and Utilization Survey (NBCUS) on March 11th. NBCUS is conducted every two years and provides invaluable data on the amount of blood collected by U.S. blood centers and used by U.S. hospitals. [Results](#) from the 2017 survey were published in a supplement to *Transfusion* earlier this year. The current survey seeks data on the collection and transfusion of blood for the 2019 calendar year. Nearly all members of America’s Blood Centers participated in 2017, which was vital to the success of the survey. Blood centers are highly encouraged to participate in the 2019 survey. Blood center participation is vital to ensuring accurate estimates, “[a]s the industry continues to consolidate, there are fewer blood centers,” said Mathew Sapiano, PhD, the senior statistician working on NBCUS at CDC. “Higher participation leads to more accurate estimates with narrow confidence intervals, which are more persuasive for users of the NBCUS estimates including industry, academia, government, and policy makers.” This year, the survey has migrated to a new survey platform with a slightly different look than in previous years; however, the survey includes the same questions as the 2017 survey so that 2019 data is comparable to previous years. All participants should have already received an e-mail from CDC with a secure web-link to complete the survey. If you did not receive the link, or if you have any questions, please contact [Jefferson Jones, MD, MPH](#) at CDC’s Office of Blood, Organ, and Other Tissue Safety.

(CDC Email, 5/13/20)

The U.S. Department of Defense (DOD) has [launched](#) an effort that aims to collect 8,000 units of COVID-19 convalescent plasma from recovered COVID-19 patients as potential therapy to assist patients in need. The military will be accepting convalescent plasma donors at 15 Armed Services Blood Program [locations](#) throughout the U.S., Guam, and Germany “We may want to ask you to stick your arm

(continued on page 5)

The *ABC Newsletter* (ISSN #1092-0412) is published by America’s Blood Centers® and distributed by e-mail. Contents and views expressed are not official statements of ABC or its Board of Directors. Copyright 2020 by America’s Blood Centers. Reproduction of the *ABC Newsletter* is forbidden unless permission is granted by the publisher. (ABC members need not obtain prior permission if proper credit is given.)

ABC advocates for and advances policies that promote the role of independent blood centers in providing life-saving blood products and recognize the continuous need for a safe and robust blood supply. ABC exists to advocate for laws and regulations recognizing the essential role that independent blood centers play in the healthcare system; promote partnerships, policies and programs that increase awareness about the need for blood donation; and serve as a thought-leader in the advancement of evidence-based medical and scientific solutions related to health and safety.

America’s Blood Centers

Chief Executive Officer: Kate Fry

Chief Medical Officer: Rita Reik

Editor: Mack Benton

Subscriptions Manager: Leslie Maundy

Annual Subscription Rate: \$390

Send subscription queries to

memberservices@americasblood.org

America’s Blood Centers

1717 K St. NW, Suite 900, Washington, DC 20006

Phone: (202) 393-5725

Send news tips to newsletter@americasblood.org.



BRIEFLY NOTED (continued from page 4)

out and donate blood,” said Army Gen. Mark Milley, chairman of the Joint Chiefs of Staff, during a virtual town hall on May 28th. “What that can then do is help others who are severely ill, and if we can do that, then we’ll be on a good path toward getting some really powerful therapeutics.” Army Col. Jason Corley, Army Blood Program Director added, “If a donor believes they meet these requirements, they must first contact the local blood donor center before coming in, and if they qualify, set up an appointment...The donor must bring the required documentation and undergo the standard donation procedure. Final determination will be made by the medical director or designee.”

(DOD [Announcement](#), 5/29/20) 💧

WORD IN WASHINGTON

The Administration recently added five new members to the White House Coronavirus Task Force. The additions include the U.S. Food and Drug Administration’s (FDA) Center for Biologics Evaluation and Research Director Peter Marks, MD, PhD and National Institutes of Health Director Francis Collins, MD, PhD. “Thanks to President Trump’s leadership and the efforts of the American people, we’ve saved lives, slowed the spread, and states are opening up again,” said Vice President Pence in a [statement](#). “The new members of the White House Coronavirus Task Force will add expertise in the fields of vaccines and therapeutics as well as worker safety as the Task Force renews its focus on getting Americans back to work.”

(Source: White House [Announcement](#), 5/15/20) 💧

MEMBER NEWS

The Blood Connection, Inc. (Greenville, S.C.) and **Blood Assurance** (Chattanooga, Tenn.) [collaborated](#) on a virtual reunion between a COVID-19 convalescent plasma (CCP) donor and recipient. South Carolina’s first CCP recipient, Lisa Hardin, was able to virtually meet and personally thank her CCP donor, Harriett Whitaker, via a Zoom call on May 19th. The reunion was also made possible by Prisma Health, who is participating in a national investigational treatment to test the effectiveness of blood plasma in severe or critically ill COVID-19 patients. In expressing gratitude to Ms. Whitaker for the selfless act that saved her life during the tearful reunion, Ms. Hardin stated, “I can’t thank you enough because you did give me the gift of life by sharing your immunity with me.” The full Zoom recording is available [here](#).

(Source: The Blood Connection Zoom [Recording](#), 6/4/20; WIS News NBC-10, [Recovered COVID-19 patient meets anonymous plasma donor from Tennessee who helped save her life](#), 5/19/20) 💧

RESEARCH BRIEFS

America’s Blood Centers welcomes contributions or briefs from guest authors for scientific/medical peer-reviewed published papers. The views/comments expressed in submitted articles from external parties are those of the author(s) and are not to be interpreted as the viewpoint of America’s Blood Centers. If you are interested in contributing a brief for potential publication please contact us [here](#).



America's Blood Centers®
It's About *Life*.

INSIDE ABC

The programs and services described in the Inside ABC section are available to ABC member blood centers and their staff only, unless otherwise specified.

ADRP Webinar: Strategies to Offset Donor Recruitment Challenges

[Register](#) today for the Wednesday, June 24th ADRP webinar entitled “Strategies to Offset Donor Recruitment Challenges.” This webinar, sponsored by Terumo, will take place at 1 p.m. EDT and will feature discussions on how Mississippi Valley Regional Blood Center uses Terumo’s KPI Dashboard “to drive efficiencies in collection of apheresis products. Pete Lux, director of Donor Services at Mississippi Valley Regional Blood Center will present with the goals of demonstrating:

- how to use data to drive and improve collections;
- how to mobilize Trima to start a donor program before opening a bricks and mortar donor center; and
- how to use incentives for Donor Services and Donor Recruitment teams.

ADRP subscribers may register for free and non-subscribers can participate for \$25.

(ADRP [Announcement](#), 6/5/20)

ABC Webinar: Facebook Blood Donation Tool Training & New Features Update

As a strategic partner in prioritizing and raising awareness of the need for individuals to donate blood, Facebook is launching new features to their Blood Donation Tool. Facebook will be hosting a training webinar for ABC Member blood centers to introduce these updates and provide a refresher on using the tool. Please mark your calendars as the webinar will now take place on **Tuesday, June 9th from 1 – 1:45 pm EDT**. Attendees will have the opportunity to have questions answered regarding the functionality and use of the blood donation tool developed by Facebook that was launched nationwide in December (see [MCN 19-087](#)). An email was disseminated to ABC members earlier this week that included a meeting invite and call instructions for joining the webinar. If you did not receive it and are interested in attending, please [contact](#) us. 💧

We Welcome Your Letters

The *ABC Newsletter* welcomes letters from its readers on any blood-related topic that might be of interest to ABC members. Letters should be kept relatively short and to the point, preferably about a topic that has recently been covered in the *ABC Newsletter*. Letters are subject to editing for brevity and good taste and published after editorial review. Please send letters to the Editor at newsletter@americasblood.org or fax them to (202) 899-2621. Please include your correct title and organization as well as your phone number. The deadline for letters is Wednesday to make it into the next newsletter.



GLOBAL NEWS

A report in Reuters this week highlighted the results of a blood donor study from the Netherlands that found “5.5 percent of [donors] have developed antibodies against the new coronavirus.” The results of the study provided by Sanquin, the national blood provider for the Netherlands, included 7,000 blood donors from May 10 through May 20th. “This shows that over 90 percent of our donors have still not been in touch with the virus, assuming almost all people who have been infected develop antibodies,” said Sanquin head researcher Hans Zaaijer told the Dutch media organization NOS. Results from a similar study in April revealed the presence of antibodies in three percent of blood donors, as these could provide some insight into the percentage of the Dutch population that has been infected with COVID-19.

(Source: *Reuters*, [Study shows coronavirus antibodies in 5.5% of Dutch blood donors](#), 6/3/20)

NHS Blood and Transplant (NHSBT), the national blood provider for England and transplant services for the United Kingdom (UK), posted a [statement](#) on its website on May 29th that the For the Assessment of Individualised Risk (FAIR) steering group still intends to publish its findings in a collaborative report that examines the viability of repealing deferrals for some men who have sex with other men (MSM). Though delays have been encountered due to COVID-19, FAIR continues to “[explore] whether there is sufficient evidence to change the current blood donor selection policy. Currently, a man who has had sex with a man is deferred from donating blood for three months” in England. The FAIR steering group includes UK blood service representatives, medical experts, blood donors, individuals from patient advocacy groups, and LGBT+ advocacy groups. “We are all committed to equality, diversity and inclusion and we are pleased to be working collaboratively with other organisations on this important issue,” said the chair of the FAIR steering committee Dr. Su Brailsford of NHSBT. “We need a donor selection system that is safe and can also cope with large numbers of people. We need to understand which questions are most relevant to assessing risk and whether there are some questions which might put people off donating... We need a donor selection system that is safe and can also cope with large numbers of people... We appreciate that any deferral is disappointing if you want to save lives by giving blood and recognise that people want to be considered as individuals as much as possible. We want to give as many people as possible the opportunity to donate whilst continuing to ensure the safety of both the blood supply and those patients who receive blood.” The data from the report will include findings from:

- focus groups with MSM;
- existing public health data and research;
- donor surveys; and
- workshops and interviews of both current and potential blood donors as well as blood center staff.

(NHSBT [Statement](#), 5/29/20) 💧

COMPANY NEWS

Haemonetics Corp. announced this week that a blood filter supply agreement has been reached with GVS, S.p.A. that includes the sale of Haemonetics’ Puerto Rico manufacturing operations. “We continue to pursue operational excellence to offer our customers high quality products through an asset-lite approach,” said Haemonetics President and CEO Chris Simon in a company [news release](#). “We are confident that GVS’ experience and scale in filtration will help us deliver reliable, cost-efficient products.” GVS CEO Massimo Scagliarini added, “We are honored that Haemonetics, an industry leader and one of our long-term clients, has chosen GVS for this strategic partnership, which is testament to our technological and process capabilities. This collaboration will provide us with a new channel for R&D, stimulating the introduction of new products, ideas, and solutions for the blood filtration market.” This news comes in the wake of an announcement last week that Haemonetics had reached an agreement to sell a portion of its blood donor software

(continued on page 8)

COMPANY NEWS (continued on page 7)

solution assets to GPI Group.

(Source: Haemonetics News [Release](#), 6/3/20)

Abbott has received authorization from Health Canada, under a COVID-19 Interim Order, for use of its ARCHITECT SARS-CoV-2 IgG test for the detection of COVID-19 antibodies. “Abbott has been singularly focused on bringing COVID-19 tests to market as quickly as possible to help address this pandemic,” said John Simmons, general manager for Abbott’s Canadian diagnostics operations in a [news release](#). “We are proud to be providing our antibody tests as they will help understand who has had the virus, leading to greater confidence as we get back to living life.” The company plans to distribute more than 30 million across the world by the end of the month.

(Source: Abbott News [Release](#), 5/21/20)

bioMérieux announced that it has received a CE mark for VIDAS® SARS-CoV-2 antibody test. The clearance permits the test to be used in European countries. “We are pleased to provide laboratories with high quality serology tests for the confirmation of SARS-COV-2 infections,” said François Lacoste, executive vice president of Research and Development at bioMérieux in a company [news release](#). “bioMérieux now offers a wide range of tests that meet the needs of health professionals in a variety of clinical situations related to patients’ conditions in the context of the COVID-19 pandemic.” The company will seek emergency use authorization from the U.S. Food and Drug Administration as well.

(Source: bioMérieux News [Release](#), 5/21/20) 💧

ABC Calendar of Events

ABC offers a variety of meetings, workshops and virtual opportunities for education and networking as well as participation in ABC business. The [calendar of events](#) includes annual and summer meetings, board meetings, workshops, and webinars, and details will be updated as confirmed. We look forward to your support and participation!

CALENDAR

***Note to subscribers:** Submissions for a free listing in this calendar (published weekly) are welcome. Send information to newsletter@americasblood.org or by fax to (202) 899-2621. (For a more detailed announcement in the weekly “Meetings” section of the newsletter, please include program information.)*

2020

Sept. 9. **10th Annual Symposium Red Cell Genotyping 2020: Visionary Solutions, Bethesda, Md.** More details available [here](#).

Sept. 10. **39th Annual Immunohematology and Blood Transfusion Symposium, Bethesda, Md.** More details available [here](#).

Oct. 3-6. **2020 AABB Annual Meeting, Baltimore, Md.** More information available [here](#).

Nov. 22-24. **2020 ADRP Conference, Phoenix, Ariz.** More details available [here](#).

(continued on page 9)

CALENDAR (continued from page 8)

2021

June 25-26. **64th Annual California Blood Bank Society Annual Meeting, Santa Clara, Calif.** More details available [here](#).

Sept. 15-17. **4th European Conference on Donor Health and Management, Hamburg, Germany.** More details available [here](#).

CLASSIFIED ADVERTISING

Classified advertisements, including notices of positions available and wanted, are published free of charge for a maximum of three weeks per position per calendar year for ABC institutional members. There are charges for non-members: \$139 per placement for ABC Newsletter subscribers and \$279 for non-subscribers. A six (6) percent processing fee will be applied to all credit card payments. Notices ordinarily are limited to 150 words. To place an ad, e-mail: newsletter@americasblood.org

POSITIONS

DS Collections Operations Director – Oklahoma Blood Institute (Tulsa, OK). This position will provide leadership and direction over all aspects of the Donor Services collection team for both mobile and fixed site operations. It is responsible for assessing, developing and implementing strategic plans to achieve donor services objectives and goals. Create a friendly competitive environment to motivate staff to achieve high system wide standings on all key performance metrics (loss rates, errors, 2RBC conversion, Global Blood Fund, etc.). Conduct routine meetings to communicate organizational vision, updates, and changes and recognize outstanding staff performance keeping morale high. Maintain adequate staffing levels. Make frequent visits to both fixed and mobile collection sites. Actively participate in internal and external assessments/inspections including corrective action plans and effectiveness checks as needed. Track and monitor inventory and collection goals, which include whole blood, automation rates, and WB conversion data. Analyze data and make adjustments to increase productivity. This includes working closely with recruitment to ensure projections are met. Prepare and manage department annual budgets. Qualifications: Bachelor's degree in management or medical field. Minimum of five years' leadership/management experience, and valid driver's license. Salary: Competitive salary and excellent benefits package. How to apply: <http://obi.org/careers/>.

Account Manager. Blood Assurance is seeking an Account Manager who can develop and service group accounts in the Nashville, TN territory. Primary job responsibilities include calling on current and potential blood drive accounts, coordinating with operations teams to book blood drives that meet blood supply goals and developing relationships with community and organization leaders to support our life-saving mission. Travel within the region will be required. Qualified candidates will have three to five years prior related outside sales experience and possess professional verbal and written

communication skills, computer skills, influential communicative skills, and negotiation skills and have ability to multi-task while working independently to consistently meet blood product goals. A bachelor's degree is preferred. Blood Assurance offers a competitive base wage with incentive plan and benefits, including a 401K retirement plan. Qualified candidates, please apply online at www.bloodassurance.org. Blood Assurance is an Equal Opportunity Employer and a Tobacco Free Work Environment.

Director of Quality Assurance. Blood Assurance is seeking a Director of Quality Assurance to work in our downtown Chattanooga facility. The Director monitors the facility's compliance with all applicable standards and regulations and is responsible for the oversight of all activities relating to product quality. Determines appropriate Standard Operating Procedures (SOP's) exist for all manufacturing procedures and staff is appropriately qualified, trained, and competent. Evaluates reports of manufacturing errors and accidents, customer complaints, and variations from SOP's. Ensures records provide a complete and accurate history of all work performed. Audits all manufacturing systems to ensure compliance with applicable regulations and to identify opportunities for improvement. Determines new or revised processes are validated and equipment is appropriately qualified and validated. Qualified applicants should possess: Bachelor's degree with major in biological science or related field. Five years of experience in blood banking, biologics manufacturing or regulations and compliance. Extensive knowledge of AABB, FDA, CLIA, OSHA, and state Departments of Health requirements. Knowledge of quality control, SOP development, and auditing skills. Certification by American Society of Quality as a Certified Manager of Quality and Certified Quality Auditor desirable. Qualified candidates are encouraged to submit an online application at

(continued on page 10)

POSITIONS (continued from page 9)

www.bloodassurance.org. Blood Assurance is an EOE and Tobacco Free Workplace.

Sr. Account Manager - Donor Screening - (St. Louis, MO). The Opportunity: As we continue to grow, we are seeking a front-line resource responsible for providing technical and sales support to Donor Screening (DS), and Automation sales within a geographic territory or list of named accounts. Responsible for driving solution implementation, providing both proactive and reactive customer support, optimizing customer laboratory configuration, and contributing to ultimate retention and menu expansion of current customers by teaming with (DSAMs) and (DSM), as applicable. Reports to: Donor Screening, Manager. This remote position will be calling on customers in St. Louis, MO. The Responsibilities: Customer Retention and support, menu expansion, strategic planning and product implementation (Test of Record). The Individual: Clinical Background: Three to six years related experience in a clinical laboratory, Donor Screening, or equivalent experience. Industry/Domain Knowledge: Background in Donor Screening market knowledge for the purpose of understanding market forces impacting the business. Minimum Education: BS/BA Degree in Business, Life Science, or related field (or equivalent experience). Independent Worker. Strong Business Acumen. For more details, please visit [here](#).

Outside Sales Representative/Event Planner (Fort Smith, AR). Account Consultants must develop new partnerships with targeted decision makers in community organizations, educational & religious institutions and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing and promoting blood donation events; assessing, developing and implementing strategic/tactical plans to achieve recruitment objective/goals. She/he is expected to develop a customer-focused culture that will result in successful community partnerships and donation awareness. Identify opportunities for growth within current group base and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life

insurance, 401(k), paid time off, and holiday pay. How to apply: <http://arkbi.org/careers/>.

Blood Bank Technologist /Serologist I. Innovative Blood Resources is seeking a Blood Bank Technologist /Serologist I in St. Paul, MN! Join our team today and start making a difference in the community and saving lives! Precisely and accurately performs and interprets technical procedures to satisfy referrals and requests. Completes all ancillary duties including reporting of test results, sample processing, reagent preparation, and record keeping. Serves as consultant regarding resolution of patient testing, assists in development of new procedures, and participates in continuing education. Laboratory work includes donor testing, platelet management, proficiency surveys, reagent preparation, and serology. Requirements: Medical Technologist with ASCP certification or bachelor's degree in biological science with equivalent experience. Zero – 2 years of relevant technical and service-related experience. Blood banking experience preferred. Schedule: Three 12 hours shifts: Sun, Mon, Tues (3rd Shift -36 hours), Benefit Eligible Position. View full job descriptions on innovativeblood-resources.org/careers/

East Coast Account Manager/Senior Product Specialist (Macopharma USA). Macopharma is a worldwide, leading and innovative Health Care Company specializing in the fields of Transfusion Medicine and Biotherapy. For more than 40 years, Macopharma has achieved continuous growth and success in these fields. In all our activities, we focus on the improvement of human health outcomes. This position is responsible for developing and maintaining relationships that lead to sales of blood bank filters, equipment, and related products. Travel is required three to four nights per week. Must live near a major airport in Eastern United States. Key responsibilities include: Develop and implement strategies to maintain and/or expand sales within an assigned territory; territory and account management to include forecast of product usage. Provides reports on the budget and sales activity for a given period of time. Interfaces with the customer on a regular basis to understand the customer's overall objectives and requirements. Provides post implementation support to assigned accounts / customers with the assistance of support staff. Serves as a point of escalation for issues or activities that the customer encounters during product utilization and ensures the resolution of customer problems/complaints. Prepares and conducts technical/product presentations and demonstrations. Participates in trade shows by representing the organization and sharing information on products. Required experience: Bachelor's degree from four-year college or university. Minimum five years' experience in the blood banking/medical device or related industry. Minimum three years proven sales success. Please send resumes

(continued on page 11)

POSITIONS (continued from page 10)

with salary criteria to: roxane@macopharmausa.com. No phone calls.

Transfusion Lab Supervisor. Join Florida's leading blood bank, OneBlood, as a Lab Supervisor in Northwest Florida (Tallahassee, FL). Bring your leadership, technical expertise, and management experience to support the transfusion testing procedures on patient and/or donor samples. Qualified candidates should possess five+ (5+) years in a clinical laboratory, preferably blood banking environment, including one (1) or more years' experience in supervision and management experience, as well as a valid and current Florida Clinical Laboratory Technologist license in Immunohematology or Blood Banking; Supervisor license strongly preferred. To apply and view a complete Job Description of this position, visit www.oneblood.org/careers. OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

Director, Regulatory Affairs. America's Blood Centers (ABC), North America's largest network of community-based, independent blood programs, is seeking a Director, Regulatory Affairs. The position will be actively involved and accountable for the development, implementation, execution and advancement of the ABC regulatory agenda before federal agencies and other stakeholders. In addition, the position will assist in the facilitation of member education, evaluation and coalescing of member input in the development of industry positions, data collection from internal and external sources, and primary and secondary research. The position will report directly to the Senior Director, Federal Government Affairs, providing strategic guidance on regulatory affairs and public policy issues pertaining to the nation's blood supply. A bachelor's degree is required for the position, which is based in Washington, D.C. This individual should: have a thorough understanding of the federal regulatory processes and landscape, particularly with the FDA; have knowledge of and experience in health policy; blood industry knowledge preferably (but not required); be able to collect, analyze, and synthesize information from varied sources; have strong critical thinking, analytical, and problem-solving skills; be self-motivated and goal oriented; have the ability to multitask and determine priorities; be able to network and collaborate effectively with colleagues and volunteers; have strong communication skills - verbal, written, and presentation; and be able to travel, sometimes at short notice. ABC offers a salary commensurate with experience as well as an excellent benefit package including medical, dental, LTD, and 401k contribution. We are a hybrid virtual office that promotes a flexible work environment. This is a full-time staff position including benefits and a stipend for internet and telephone services. ABC prohibits discrimination and provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. The full job description is available [here](#). Interested applicants should send a cover letter and resume to careers@americasblood.org. ♦