



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

Visit ABC's Web site at: [www.americasblood.org](http://www.americasblood.org)

2021 #1

January 8, 2021

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## Blood Community Joint Letter to FDA Requests Revising Donor Eligibility Criteria for Vaccinated CCP Donors

America's Blood Centers (ABC), AABB, and the American Red Cross submitted a [joint letter](#) to the U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER) and the Office of Blood Research and Review. The letter asks the agency to "revise the [[Investigational COVID-19 Convalescent Plasma Guidance for Industry](#) (Nov 2020)] to clarify that it is not necessary to defer [COVID-19 convalescent plasma] (CCP) donors following vaccination if the individual has recovered from infection with the SARS-CoV-2 virus and meets all criteria for CCP donation."

The blood community states in the January 6th letter that, "[w]e understand FDA intended this recommendation to prevent CCP donation by vaccinated individuals who were never infected yet we are already seeing a growing number of vaccine deferrals for recovered COVID-19 patients who would otherwise be eligible to donate CCP. With the rapid rollout of vaccines across the population, we expect a large percentage of unnecessary vaccine deferrals of otherwise eligible CCP donors will negatively impact the national supply of CCP. These unnecessary deferrals currently include returning CCP donors who wish to continue donating CCP after vaccination and, perhaps more importantly, deferral following vaccination of recently recovered individuals who are more likely to have high titer CCP donations."

The letter closes by thanking the agency for its ongoing support and partnership throughout the pandemic and requesting:


- "that donors who were previously infected, subsequently recovered from COVID-19, and meet all criteria remain eligible to donate CCP following vaccination; and
- that the FDA revise the guidance to clarify that the agency recommends vaccinated individuals who have never been infected be deferred from CCP donation but does not recommend deferral of individuals who have recovered from infection, received the vaccination, and have been qualified, or will be qualified in the future, for CCP donation by virtue of antibody reactivity to both spike and nucleocapsid targets."

(Source: America's Blood Centers, AABB, American Red Cross [Joint Letter](#), 1/6/21) ◆

## Emergent BioSolutions and Mount Sinai Health System announce Initiation of DoD-Funded Program for the Evaluation of a COVID-19 Hyperimmune Globulin Candidate

Emergent BioSolutions and Mount Sinai Health System recently [announced](#) the initiation of two phase I studies to evaluate “Emergent’s COVID-19 Human Hyperimmune Globulin (COVID-HIG) product candidate for potential post-exposure prophylaxis in individuals at high risk of exposure to SARS-CoV-2.” The U.S. Department of Defense (DoD) Joint Program Executive Office for Chemical, Biological, Radiological and Nuclear Defense (JPEO-CBRND) provided more than \$34 million in support of the studies. “Emergent is pleased to partner with Mount Sinai, a leader in clinical research to combat COVID-19, and expand the clinical evaluation of COVID-HIG,” said Laura Saward, PhD, senior vice president for the Therapeutics Business Unit Head at Emergent BioSolutions in a news release. “This innovative public-private partnership represented by government, industry, and healthcare providers has the potential to make a significant impact benefiting our front-line health care workers and others who protect us.” Douglas Bryce, the DOD’s Joint Program Executive Officer for CBRND added in the release, “[t]he DOD looks forward to reviewing the results of this important clinical trial and is pleased to support this initiative, which should enhance the nation’s rapid response to COVID-19. Working together through public-private partnerships harnesses expertise from government, industry, and academia, increasing our chances of developing safe and effective medical countermeasures for this, and other biological threats.”

According to Emergent and Mount Sinai, the first study will examine the “safety and pharmacokinetics of three dose levels administered as a single or repeat [intravenous] (IV) dose in healthy adults. The second study, once initiated, will evaluate safety, pharmacokinetics, and pharmacodynamics of two dose levels administered as a single IV dose to adults with SARS-CoV-2 infection, whether asymptomatic or with mild COVID-19.” Judith A. Aberg, MD, chief of the Division of Infectious Disease at Mount Sinai Health System said in the release, “Mount Sinai is thrilled to be initiating research into potentially important therapeutics against COVID-19. Our team has developed a great scientific partnership with Emergent and looks forward to performing this important research.”

(Source: Emergent BioSolutions and Mount Sinai Health System Joint [News Release](#), 12/29/20) 

### 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!

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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

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## REGULATORY NEWS

This week, the U.S. Food and Drug Administration (FDA) published “updated information” for Cell, Tissue, or Cellular or Tissue-based Product (HCT/P) Establishments Regarding the COVID-19 Pandemic.” The agency stated that:

- respiratory viruses, in general, are not known to be transmitted by implantation, transplantation, infusion, or transfer of human cells, tissues, or cellular or tissue-based products (HCT/Ps);
- to date, there have been no reported cases of transmission of COVID-19 via these products; and
- routine screening measures are already in place for evaluating clinical evidence of infection in HCT/P donors.

Additional information is available of the FDA’s [website](#).

(Source: FDA [Announcement](#), 1/4/21) 💧

### Convalescent Plasma: Industry Collections, Distributions & Inventory



## RESEARCH IN BRIEF

**Implementation of a Ferritin Monitoring Policy and Effects on Donor Return.** “Sanquin [blood center] initiated an eligibility screening policy [that] include[d] ferritin measurements for each new donor and at every fifth whole blood donation.” In a recent study published in *Transfusion*, researchers “aimed to investigate the consequences of [this] policy by comparing donor behavior and availability of donors deferred for low ferritin levels to those of donors deferred for low hemoglobin levels or other criteria... Donors with ferritin levels between 15-30 ng/mL are deferred for six months, and [those] with ferritin levels < 15 ng/mL are deferred for 12 months.” The authors note “[t]he ferritin monitoring policy was implemented [at] eight (of 29) regional [collection centers]... Of 55,644 donors 2,262 (4.1 percent) were deferred for low hemoglobin and 2,211 (4.0 percent) were deferred for other reasons.” The study found that “[f]erritin [measurement] result[ed] in 599 (1.1 percent) donors deferred due to ferritin levels <15 ng/mL and 916 donors (1.6 percent) donors deferred due to ferritin levels 15 to 30 ng/mL.” A “total of 4,054 donors (7.3 percent) ended their donor career... 2,266 donors (4.1 percent) switched from whole blood to a different donation type.” The

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RESEARCH IN BRIEF (continued from page 3)

authors wrote that “[d]onors deferred for ferritin made fewer donations on average compared to the other donation categories...[T]he average total number of deferrals and the number of deferrals for other reasons in the follow-up period was significantly lower among donors deferred for low ferritin than the other categories.” The study found “that donors deferred for low ferritin were retained better in terms of fewer donors ending their donor career and fewer donors switching to other donation types...[D]onors deferred for low ferritin receive[d] a letter stating that their ferritin will be measured again at their next visit to the donation center, which in itself may be a motivator for these donors to return,” according to the investigators. “Initial results suggest that other blood collection agencies considering a similar ferritin policy can expect a decrease in donor availability and reduced donations...However, results show that the policy is effective in reducing deferrals for low hemoglobin and donation cessation.”


**Citation:** Spekman, M.L.C., Ramondt, S., Sweegers, M.G. Whole blood donor behavior and availability after deferral: Consequences of a new ferritin monitoring policy. *Transfusion*. 2020. Doi. [10.1111/trf.16235](https://doi.org/10.1111/trf.16235).

Contributed by Richard Gammon, MD, Medical Director at OneBlood 

## IN MEMORIAM

**Bill Teague** the founding Chief Executive Officer (CEO) of Gulf Coast Regional Blood Center [passed](#) away on December 25<sup>th</sup>. Mr. Teague joined Gulf Coast Regional Blood Center in 1975 serving in the role of CEO for more than 30 years until his retirement in 2006. He was an active member of America’s Blood Centers throughout his career and also held the position of president of the board of directors for both the South Central Association of Blood Banks and AABB. “Bill was an industry giant, pacesetter, mentor, and friend,” said Jim MacPherson, former CEO of America’s Blood Centers and currently the president and CEO of MacPherson Strategies, LLC, and Global Healing, to the *ABC Newsletter*. “I followed his blog during his years of chemo and was inspired by his bravery and optimism. So many of us owe him so much, including the lives he helped save.” Mr. Teague received recognition for his numerous contributions to blood banking and his community including being named Ernst & Young Entrepreneur of the Year in 2002, being a recipient of the John Stumph Award from the Houston District Society of Medical Technology and Texas Society of Medical Technology, and AABB’s John Elliott Memorial Award for outstanding service to AABB and the blood banking profession. He is survived by his wife Lynn and his sons Tim and Jim. A service celebrating Mr. Teague’s life will be held at a later date as will interment. In lieu of flowers, the family requests that memorials be made to First United Methodist Church of Nacogdoches, 201 E. Hospital Street, Nacogdoches, Texas 75961, The Blood Center of East Texas, 3520 N. University, Nacogdoches, Texas 75965, or The Master National Retriever Club Foundation, P.O. Box 444, Columbia, Tenn. 38402-0444.



(Source: Bill Teague [Obituary](#), 12/28/20) 

### 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](mailto: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.



**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 Creates Resources as National Blood Donor Month Begins**

With National Blood Donor Month, the annual celebration thanking blood donors while raising awareness of the constant need of blood to ensure availability of the nation's blood supply, now underway, ADRP, an International Division of America's Blood Centers, has developed several [resources](#) as part of a toolkit for blood centers to use. We encourage you to take advantage of these resources throughout the month of January to promote National Blood Donor Month which include:

- a template news release;
- social media graphics, sized for [Twitter](#), [Instagram](#), and [Facebook](#);
- sample social media posts; and
- an updated National Blood Donor Month logo.



Additional resources will be added as they become available. Throughout the month, ADRP plans to:

- Week 1: bring awareness to the overall need for blood donors during January and thanking current blood donors;
- Week 2: focus on growing awareness among individuals aged 25-40 for the need to donate by sharing current data trends and collaborating with organizations for young professionals;
- Week 3: focus on educating individuals on the need to continue to have a diverse pool of blood donors; and
- Week 4: celebrate current donors and recap the aforementioned key messages.

### **ABC Launches Employee Turnover and Retention Survey**

America's Blood Centers (ABC) recently launched the Employee Turnover and Retention Survey for calendar years 2018 and 2019. ABC hopes to achieve a 100 percent response rate this year. Member blood centers are encouraged to participate in this survey to ensure that this will be a valuable tool for the entire ABC membership. Survey results will be reported in aggregate and made available to participating member blood centers.

#### ***About the Survey***

- Data Collection Period: December 16 to January 15, 2021.
- Please submit only one (1) survey per member blood center.
- Before you begin, preview all of the survey questions (see pages 2-19 of the MCN attachment) or use the questionnaire as a data collection tool.
- Survey completion times will vary based upon your system's reporting capabilities.
- You can log in and out and revise your answers. Please Note: It is very important that you click the "save and continue survey later" option on the top of every page after adding or updating an answer to ensure the data is captured.

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## INSIDE ABC (continued from page 5)

- You will have an opportunity to review, edit, and print your responses prior to submitting your survey.

### **Survey Definitions**

- FTE: Employees who are scheduled to work 40 hours per week are 1.0 FTE. Employees scheduled to work 20 hours per week are 0.5 FTEs.
- Turnover Calculation: the Society for Human Resource Management recommends using the average number of FTEs for the year.

ABC members can find more information in MCN 20-113. Please contact [Member Services](#) to obtain a copy of the MCN or links to the survey.

(Source: MCN 20-113, 12/16/20) 💧

## PEOPLE



**Paul Ashford**, executive [director](#) of the International Council for Commonality in Blood Banking Automation (ICCBBA) announced his upcoming retirement planned for December 31<sup>st</sup>, 2021. Mr. Ashford has held the position for 16 years and has helped strengthen the organization throughout his tenure. “[Paul] has made a tremendous contribution to the growth and success of ISBT 128 for Medical Products of Human Origin,” said Diane Wilson, chair of the ICCBBA Board of Directors. “During his 16-year tenure, [he] has built ICCBBA into a strong and resilient organization and we are looking forward to continued growth under new direction in the future.” ICCBBA will commence an international search for Mr. Ashford’s successor.

(Source: ICCBBA [News Release](#), 12/10/20) 💧

## MEMBER NEWS

**Hoxworth Blood Center** announced the creation of a [podcast](#) that will explore “all aspects” of blood donation and transfusion medicine” and feature Chief Medical Director David Oh, MD. The “In the Know with Dr. Oh” Podcast has recorded 4 episodes as of this week. In an announcement from Hoxworth, Dr. Oh described the inspiration for the podcast. “I was a guest on a popular podcast, The Blood Bank Guy, which is geared toward a clinical audience. We wanted to create a podcast that is more donor centric. Currently there is not a readily available source for blood donors and we felt that we could uncover some mystery and that there would be an interest. As part of the University of Cincinnati, part of our mission is education. The podcast is an opportunity for us to educate and share information with the Tristate community.”

(Source: Hoxworth [Announcement](#), 12/23/20) 💧

## GLOBAL NEWS

**The Medicines and Healthcare Products Regulatory Agency (MHRA) in the United Kingdom (UK) has [provided](#) the COVID-19 vaccine candidate from Oxford University/AstraZeneca with an “authori[z]ation for emergency supply” designation.** MHRA Chief Executive Dr. June Raine said in an agency statement, “[w]e are delighted to announce the good news that the Oxford University/AstraZeneca

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GLOBAL NEWS (continued from page 6)

vaccine for COVID-19 is now approved for supply following a robust and thorough assessment of all the available data. A huge collaborative effort and commitment goes into these assessments which include reviewing vast amounts of data. Our staff have worked tirelessly to ensure we continue to make safe vaccines available to people across the UK. No stone is left unturned when it comes to our assessments. This approval means more people can be protected against this virus and will help save lives. This is another significant milestone in the fight against this virus. We will continue to support and work across the healthcare system to ensure that COVID-19 vaccines are rolled out safely across the UK. Protecting health and improving lives is our mission and what we strive for.” Professor Andrew Pollard, director of the Oxford Vaccine Group and chief investigator of the Oxford Vaccine Trial, added in a [news release](#), “[t]he regulator’s assessment that this is a safe and effective vaccine is a landmark moment, and an endorsement of the huge effort from a devoted international team of researchers and our dedicated trial participants. Though this is just the beginning, we will start to get ahead of the pandemic, protect health and economies when the vulnerable are vaccinated everywhere, as many as possible as soon possible.”

(Sources: Oxford University and AstraZeneca Joint [News Release](#), 12/30/20, MHRA [Statement](#), 12/30/20)

**The European Commission (EC) [granted conditional marketing authorization to COVID-19 vaccine candidate from Pfizer, Inc. and BioNTech SE.](#)** The authorization followed a recommendation from the European Medicines Agency’s (EMA) scientific assessment of safety and efficacy data. “The [EMA] assessed this vaccine thoroughly,” said EC President Ursula von der Leyen in a statement from the EC. “And it concluded that it is safe and effective against COVID-19. Based on this scientific assessment, we proceeded to authori[z]e it for the European Union (EU) market. As we have promised, this vaccine will be available for all EU countries, at the same time, on the same conditions. The first batches of this vaccine will be shipped from Pfizer’s manufacturing site here in Belgium within the next days.” BioNTech SE Chief Executive Officer and Co-founder Ugur Sahin, MD added in a joint [news release](#) from his company and Pfizer, “[t]he conditional marketing authorization by the European Commission is an historic achievement. It is the first vaccine which has been developed in a large-scale trial with more than 44,000 participants and approved in less than a year to address this pandemic. This is based on the decade-long pioneering work by many scientists from all over the world. This achievement is also a testament to the successful collaboration with our partner Pfizer. As a company founded and headquartered in the heart of Europe, we are looking forward to delivering the vaccine to Europeans in the upcoming days. We believe that vaccinations may help reduce the number of people in high-risk populations being hospitalized. Moving forward, we will continue to collect efficacy and safety data in participants for an additional two years and test the vaccine against additional mutations that might occur.”

(Sources: EC [Statement](#), 12/21/20; Pfizer, Inc. and BioNTech SE [News Release](#), 12/21/20)

**New Zealand has [revised the blood donor deferral for men who have sex with other men \(MSM\).](#)** According the New Zealand Blood Service (NZBS), the revised deferral criteria began on December 14<sup>th</sup> and reduces the deferral period from 12 months to three months for:

- male to male oral or anal sex, with or without a condom;
- individuals who have previously lived in a country known to have a high prevalence of HIV infection; and
- sex workers, or those who accepted payment in exchange for sex.

Changes also include criteria for a three-month deferral period “following use of medication to prevent an HIV infection (i.e., pre- or post-exposure prophylaxis).” A statement on the NZBS website adds, “[t]here is now a significant body of evidence from donor services around the world that supports this change to the donor behavi[o]r criteria. This includes countries NZBS would normally benchmark its practices against.

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## GLOBAL NEWS (continued from page 7)

All current available scientific research shows a three-month deferral allows current state of the art testing systems to safely accommodate the window period between a virus been contracted and it being detectable. On the balance of all available evidence, NZBS made the decision it was not necessary to convene an independent review panel, a process that could take up to 18-months to effect change. It took its proposal to reduce the deferral periods for the donor behavi[o]r criteria from 12 months to three months directly to Medsafe, which agreed and approved the change. These changes to the donor behavi[o]r criteria bring New Zealand in line with other countries including the [United Kingdom], Canada, and the [United States].”

(Source: New Zealand Blood Service [Statement](#), 12/14/20) 💧

## COMPANY NEWS

**Terumo** will [celebrate](#) its 100<sup>th</sup> anniversary in 2021. The company will use the slogan “[Stride Ahead](#)” as it approaches the September 17<sup>th</sup> anniversary date. “Terumo originally began as a small thermometer manufacturer in Tokyo on September 17, 1921,” said Terumo Corporation Board Chairman Takayoshi Mimura in a company news release. “Since then, 100 years have passed, and both we and the world of healthcare have witnessed many changes. Although Terumo was once just a small factory, it has now grown into a group employing more than 26,000 associates, offering a broad range of products and services in more than 160 countries and regions around the world, from more than 30 facilities located globally. Ever since the very first moment of our foundation, we have been driven by an enduring belief in contributing to the development of healthcare, always keeping medical professionals and patients in mind. We are truly grateful to all those who have supported us over the course of so many years and sincerely promise to continue meeting challenges undeterred by difficulties, holding close to heart Terumo’s founding vision and aspirations.” Terumo President and Chief Executive Officer Shinjiro Sato added in the release, “Our group mission of ‘Contributing to Society through Healthcare’ has always guided us throughout our long history...As we enter the next 100 years, our aim is to reinvent ourselves, without being limited to past successes. We will make the most of our overall group strengths to meet healthcare’s new challenges.”

(Source: Terumo [News Release](#), 1/5/21) 💧

## CALENDAR

***Note to subscribers:** Submissions for a free listing in this calendar (published weekly) are welcome. Send information to [newsletter@americasblood.org](mailto: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.)*

### 2021

Mar 8-12. **ABC Annual Meeting (Virtual)**. More details coming [soon](#).

May 11-13. **2021 ADRP Conference, Kansas City, Mo.** More details coming [soon](#).

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

Aug. 4. **ABC Medical Directors Workshop, Cleveland, Ohio.** More details coming [soon](#).

Aug. 5-6. **ABC Summer Summit, Cleveland, Ohio.** More details coming [soon](#).

Sept. 15-17. **4<sup>th</sup> 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](mailto:newsletter@americasblood.org)

## POSITIONS

**Business Analyst (West Warwick, RI).** Blood Centers of America, Inc. is seeking a Business Analyst. The position reports to the Director of Research & Innovation and supports our Geospatial program by assisting members with donor optimization, marketing implementation and intelligence gathering. This position conducts data analysis, tracking and forecasting, projects and monitors member compliance and performs quality assurance on raw data sources. Strong written, verbal, and interpersonal communication skills, with the ability to work both independently and as part of a team are required. Effective analytical, planning, and organizational skills are necessary. Required PC skills: MS Office Suite; Social Media, Adobe Suite, ESRI Suite, Tableau, SQL are a plus. BS degree in a related field is required with one to two years of related experience. Blood Center experience is a plus. Based at the BCA headquarters in Rhode Island, the position requires travel 10-20% of the time (post Covid-19). Submit resumes to [Jobs@bca.coop](mailto:Jobs@bca.coop).

**Quality Assurance Compliance Coordinator (Central California Blood Center; Fresno, Calif.).** Under the supervision of the Quality Assurance Director, this individual will be involved in the development of quality metrics and key performance indicators for the blood center, auditing medical/technical operational processes and performance, analyzing, and identifying trends in deviation/incident data. Will assist with supplier qualification activities and the maintenance of the qualified list. Will develop, maintain competency, maintain familiarity with the CCBC Quality Plan and ensures compliance with all applicable state, federal laws, regulations and with the standards of the accrediting/certifying agencies. Essential Job Duties: Assists in the review and approval of equipment, blood product and computer system validations including installation qualification, operational qualification and performance qualification; Participation in regulatory/accrediting agency inspections, preparation for and performance of internal process with subsequent reports to center leadership; Responsible for the performance of blood product follow up that affects safety, purity, and product quality by investigating, quarantining, discarding and notifying customers of nonconforming blood products including test results that affect patient/general population safety and prevention or recall of shipped products; Responsible for conducting audits, quality assurance oversight and CLIA regulated laboratories processes and computer processes to verify staff performs tasks per procedure; Performs follow up

on corrective action plans submitted in response to problem management, supplier issues, product complaints, and other issues as directed by management; Responsible for the management, development and revision of SOPs, COPs, controlled forms, validation protocols and training plans to ensure that all are current and conform to regulatory practices and guidance's; Regularly conducts QA training of personnel to SOP, policies and performs GMP training; Manages vendor Supplier Qualifications along with confirmatory testing accreditation and licensure records for our outside laboratory testing facilities. Excellent benefits package including health, dental, vision, life insurance, flexible spending account, 401K, free "evehicle" charging. Click [here](#) to apply.

**Director, Product Management (Houston, TX).** The Gulf Coast Regional Blood Center is seeking a Director of Product Management. Reports to the VP of Operations (Business Development, Product Management, NDC's, and Regional Operations), the position is responsible for oversight of day-to-day operation of: Developing strategies and directing activities to maximize revenue; Directing the production of blood and related distribution services; Lead and create projects that increase productivity and distribution efficiencies; Direct and guide PMQA efficiencies; Develop training to enhance staff development and job knowledge; and Communicate quality, customer service, and inventory metrics to customers. Responsibilities: Identifies markets for existing/new products and services resulting in an expansion of client base and revenues; Develops or assists annual sales and marketing strategies, policies and marketing tools for products and services; Prepares or assists with the preparation of sales budgets, and financial forecasts; Prepares or assists with the preparation of staff, departmental, and capital budgets; Establishes and meets overall blood product and related service client sales and marketing objectives; Provides leadership and direction to departmental staff achieve its sales and revenue blood product and related services objectives; and Direct and guide daily operations of Component Production and Hospital Services. For complete job description and to apply, please visit <https://jobs.giveblood.org/director-of-product-management/job/14865390>.

**IT Senior Business Analyst/Project Coordinator (Oklahoma Blood Institute, Oklahoma City, Okla.).** The Oklahoma Blood Institute (OBI) is seeking an IT Senior Business Analyst with MAK systems eProgressa experience. This person will analyze and synthesize

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**POSITIONS** (continued from page 9)

information provided by a wide range of people who interact with the business, such as OBI employees, others from member blood banks, vendors, and consultants. The business analyst is responsible for eliciting the actual needs of stakeholders, not simply their expressed desires. The business analyst will also work to ease communication between organizational units. In particular, business analysts often play a central role in aligning the needs of business units with the capabilities delivered by information technology and may serve as a “translator” between those groups. 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://obi.org/careers/>.

**Executive Director of Oklahoma Blood Institute (Lawton, Okla.).** The Oklahoma Blood Institute is seeking a “community spirited” professional to LEAD its Lawton team in fulfilling the mission to recruit blood donors, drive sponsors, and volunteers and to store and deliver blood units for local hospitals. This public facing, “visible” position not only requires an outgoing, bright, and energetic personality to foster relationships, but also demands detailed attention to planning, communication, regulations, finances, and personnel. Significant successes in project management and organizational expansion and entrepreneurship are desirable. Connectivity with regional leaders and access to key social networks would also be positives. The successful candidate will present and maintain a credible, positive image of the Arkansas Blood Institute in the local community. He/She will act as a liaison between the Institute and the community, organizations, and residents. Applicants should be goal-driven self-starters who have strong interpersonal, organizational, and analytic skills. They should be able to motivate and inspire diverse constituencies including donors, sponsors, staff, and volunteers. 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://obi.org/careers/>.

**Chief Clinical Officer (Central California Blood Center).** The successful candidate will successfully navigate the ever-changing health care provider and blood industry landscapes to provide ever-increasing value to our clients. The CCO will provide clinical, scientific and leadership development for an independent community blood center to assure our expanding position as a national industry leader. The CCO will oversee blood component manufacturing, donor testing lab, innovative R&D programs, IRL, donor services and IT departments. The position will be responsible for developing strategies to ensure blood manufacturing operations are running efficiently and effectively to meet the needs of our hospitals and clients with a focus on ensuring regulatory compliance. The CCO is responsible for building and guiding a team of highly competent, high-achieving department leaders who will consistently exceed mission standards for cGMP, productivity, and customer service. MS, SBB preferred, strong and progressive blood industry leadership experience required. Please send inquiries to [LChristiansen@donateblood.org](mailto:LChristiansen@donateblood.org). ♦