



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

Visit ABC's Web site at: www.americasblood.org

2021 #4

January 29, 2021

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Joint Comments to CMS Opposing Most Favored Nation Model

America's Blood Centers, AABB, and the American Red Cross submitted [joint comments](#) to the Centers for Medicare & Medicaid Services (CMS) regarding the Most Favored Nation (MFN) Model interim final rule with comment (IFC). In the comment letter submitted to the agency, the blood community states, “[o]ur organizations strongly oppose the interim final rule implementing the MFN model because it dramatically changes Medicare payment policies without providing affected stakeholders with the opportunity to provide feedback. Prior to finalizing and implementing a significant, wide-reaching change in payment policy, CMS is obliged to go through a formal notice and comment rulemaking process.”

While the IFC does not apply to blood, blood products, and gene therapies, CMS sought comment on whether future versions should include them. The comments explain that the blood community feels that the MFN model should not apply to blood, blood products, and gene therapies due to its “potential to reduce patient access and hinder innovation. It is inappropriate to use the MFN model set forth in the interim final rule and the related Executive Order to set reimbursement rates for these products since the model ignores market-based principles and sets Part B drug prices based on other Organi[z]ation for Economic Co-operation and Development (OECD) countries with at least 60 percent U.S. GDP per capita.” The blood community states that the MFN fails to account for the U.S. being a “market-based healthcare system” differentiating it from government run systems.

The comments do acknowledge the agency’s efforts in providing “separate payments for blood products in the hospital outpatient setting,” but they highlight that, “current APC payment rates for blood products lag behind their actual costs and fail to account for safety advances in a timely manner. Thus, significantly and arbitrarily reducing these payment rates further through the MFN Model without considering the unique costs of collecting, manufacturing, testing, distributing and transfusing blood and blood components in the United States would have devastating consequences on the nation’s blood supply and patient care.”

The blood community also describes how the “MFN Model has the potential to reduce patients’ access to cellular therapies and other biotherapies, including gene and cell therapies. CMS acknowledges that, ‘if MFN participants choose not to provide MFN model drugs or prescribe alternative therapies instead, beneficiaries may experience access to care impacts by having to find alternative care providers locally, having to travel to seek care from an excluded provider, receiving an alternative therapy that may have lower efficacy or greater risks, or postponing or forgoing treatment’. It would be quite concerning if existing providers stopped furnishing cellular therapies and biotherapies since:

(continued on page 2)

Joint MFN Model Comments to CMS (continued from page 1)

- many existing cellular therapies and biotherapies are effective treatment options for patients with rare, devastating, difficult to treat, or costly diseases; and
- patients already frequently need to travel to receive these lifesaving, medically necessary treatment options.

Thus, the MFN model should not apply to cellular therapies and other biotherapies due to the significant uncertainty of the MFN model and its potential negative impact on patients’ access to care.”

The comments conclude with the blood community expressing “support” for collaboration between the public and private sectors to “explore novel payment policies that are aligned with advancing patients’ access to safe, life-saving blood, blood products, cellular therapies, and other biotherapies. However, policy options must be thoroughly evaluated to ensure that they do not create barriers to access or curb innovation.”

(Source: [Joint Comments](#) to CMS, 1/26/21) 💧

COVID-19 Convalescent Plasma Updates

Convalescent Plasma: Industry Collections, Distributions & Inventory



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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.

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RESEARCH IN BRIEF

U.S. Transfusion-Transmitted Disease Incidence After Change of MSM Deferral. Authors in *Transfusion* recently published the results from the Transfusion-Transmissible Infections Monitoring System (TTIMS) surveillance following the December 2015 U.S. Food and Drug Administration deferral period change for men who have sex with men (MSM). The agency changed the MSM deferral “from indefinite to 12 months since last male-male sex...[T]his change was linked to a requirement to monitor the safety of at least 50 percent of the blood supply,” which resulted in TTIMS being initiated. TTIMS “currently tracks human immunodeficiency virus (HIV), hepatitis B virus (HBV), and hepatitis C virus (HCV) infections in donors via two coordinated programs: a donor-donation database program and a laboratory studies program.” The authors explain that “[t]he data were segmented into three separate periods, each of approximately 15 months representing 15 months before the policy change (pre-MSM) and two subsequent, nonoverlapping 15-month periods (post1-MSM and post2-MSM).” Repeat, first-time and “[w]eighted overall (first-time and repeat) incidence was estimated...Residual risk (RR) per donation was defined as the likelihood of a donation being in the test-negative, infectious window period...HIV incidence declined from the pre-MSM period to the post2-MSM period, from 2.19 per 100;000 person-years (phtpy) to 1.57.” The authors note that, “HCV incidence increased from 1.46 phtpy in the pre-MSM period to 2.12 phtpy in the post1-MSM period...There was minor variation in HBV incidence ranging from 0.97 to 1.14 phtpy across the time periods...no case in which the incidence of any of these infections differed significantly between the pre-MSM period and either of the two subsequent periods...[E]stimates of RR for all donations were 1 in 1.6 million for HIV, 1 in 2.0 million for HCV, and 1 in 1.0 million donations for HBV...In comparing data reflecting 15 months before, and for two 15-month periods after the implementation of a change in MSM deferral, no significant change was observed for any of the three viruses.” The authors concluded “that there was no significant increase in risk resulting from a change from an indefinite MSM deferral to 12 months.”

Citation: Steele, W.R., Dodd, R.Y., Notari, E.P., *et al.* HIV, HCV, and HBV incidence and residual risk in US blood donors before and after implementation of the 12-month deferral policy for men who have sex with men. *Transfusion*. 2020. Doi: [10.1111/trf.16250](https://doi.org/10.1111/trf.16250).

Contributed by Richard Gammon, MD, Medical Director at OneBlood ♦

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!

AMERICA'S BLOOD CENTERS'
59TH ANNUAL MEETING
MARCH 8-12, 2021





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.

Register Today for the ABC Annual Meeting

[Registration](#) is now open for the 59th America's Blood Centers Annual Meeting, which will be a virtual event March 8th–12th. Last year's meeting demonstrated the power of coming together as an industry to collaborate on strategies for the future of the blood industry. It is essential now more than ever, to bring executive, operational, and medical leadership together to focus on key issues which will ultimately impact blood center bottom-lines. The meeting will also feature a virtual Advocacy Day as member blood centers will have the opportunity to let their voices be heard with Congress. A preliminary schedule is available [here](#).

ADRP Webinar: Creating a Culture of Resilience

[Register](#) today for the Wednesday, February 10th ADRP webinar titled "Creating a Culture of Resilience." This [webinar](#) will take place at 1 p.m. EST and will describe how Versiti developed their culture over the years with a focus on resiliency which has been a critical part of improving staff engagement and overall performance. Anne Krueger, director of Organ and Tissue Donation at Versiti will share the foundations of their resiliency culture, specific programs developed along the way, measurable impact, and plans for future expansion of the resiliency program. ADRP subscribers may register for free and non-subscribers can participate for \$25.

(ADRP [Announcement](#), 1/20/21)

Input Requested for ABC Advocacy Agenda

America's Blood Centers (ABC), the Policy Council, and Board of Directors are seeking member [input](#) in developing the Advocacy Agenda for fiscal year 2021-22. The ABC Advocacy Agenda will focus on the federal legislative and regulatory issues most important to community blood centers. It is reviewed annually will contain clearly defined legislative and or regulatory fixes. We are looking for as many responses as possible from individuals in all areas of the blood center. Please feel free to share this survey with everyone within your blood center. Please provide any input by Friday February 5th. For questions or to receive a paper copy of the survey, please contact [Jill Evans](#). The current Advocacy Agenda for the fiscal year ending March 31st is available [here](#). ♦

Upcoming ABC Webinars – Don't Miss Out!

- **ADRP Webinar: Creating a Culture of Resilience** – February 10th from 1 – 2 p.m. (ET). Registration [open](#).
- **Meeting the Challenges of Implementing the Bacterial Detection Guidance** – February 16th from 3 – 4:30 p.m. (ET). Additional details coming soon.
- **ABC SMT Journal Club Webinar** – March 31st from 1 – 2 p.m. (ET). Additional details coming soon.



GLOBAL NEWS

After pausing convalescent plasma collections in the wake of the [interim analysis](#) of the RECOVERY and REMAP-CAP trials, NHS Blood and Transplant (NHSBT) has “[restarted](#)” collections as of January 20th. NHSBT Chief Medical Officer Dr. Gail Mifflin said in a news release, “[c]onvalescent plasma is a precious resource and the whole world is now focusing on early treatment, before organ damage and hospitali[z]ation...Additionally, the more detailed analysis still being carried out by the REMAP-CAP and RECOVERY trials may show plasma works for some hospitali[z]ed patients, such as those with naturally low antibody levels. Given the ongoing trials and ongoing analysis, NHSBT, [the Department of Health and Social Care], and the Therapeutics Taskforce have agreed to keep collecting stocks of convalescent plasma. To be ready for the future, the time to collect is now. We will continue to need the incredible support of our staff, partners and donors, who have enabled this amazing donation network to operate.”

(Source: NHSBT [News Release](#), 1/29/21) ♦

PEOPLE

Linda Barnes, DrPHc, MHA, RAC (RAPS) has been appointed vice president of Biotherapies at AABB. She has led the organization’s biotherapies strategy for the previous six months and assisted in the advancement of the organization’s “biotherapies-related offerings and spearheading a strategic analysis of opportunities in biotherapies,” according to an AABB news release. She brings “diverse experience in cellular therapies and other biotherapies includ[ing] a history working in commercial biotech, where she led technical operations, scale-up and nursing education. [Ms. Barnes also] brings extensive clinical trial management experience in domestic and international settings.” She added in an AABB news release, “[a]s a devoted AABB member, I am honored to officially be joining AABB as Vice President of Biotherapies. I think of blood transfusion as the foundational cellular therapy. For this reason, AABB’s legacy can naturally facilitate the fast-growing field of advanced ‘living’ therapies, by helping patients, partners and health systems adopt these new treatments.” Ms. Barnes is board certified in regulatory affairs and holds a “Bachelor’s degree in Biology (Whitman College) is augmented by a master’s in health service administration (University of Washington). She is currently in the dissertation phase of her doctorate in public health leadership (University of Illinois—Chicago).” AABB Chief Executive Officer Debra BenAvram, FASAE, CAE added, “Biotherapies is an important aspect of AABB’s community and scope. Linda’s knowledge and experience make her an ideal match to lead AABB’s efforts as the Association continues to expand its offerings in the biotherapies realm.”

(Source: AABB News Release, 1/26/21) ♦

WORD IN WASHINGTON

The U.S. Department of Justice (DoJ) [issued](#) a “positive business review [letter](#)” on January 12th to **Baxalta U.S. Inc., Emergent BioSolutions Inc., Grifols Therapeutics LLC, and CSL Plasma Inc. to help the Biomedical Advanced Research and Development Authority (BARDA) “design quality standards for collecting COVID-19 convalescent plasma” in developing and manufacturing hyperimmune globulin therapies.** Former Assistant Attorney General Makan Delrahim from the DoJ’s Department of Antitrust Division said in agency news release, [t]his public-private collaboration will support innovation to develop life-saving medicines to treat COVID-19. The department continues to stand ready to advise and assist whenever businesses meeting the exigent challenges of the pandemic face complex questions of antitrust law.” A copy of the organizations’ [request](#) can be found on the DoJ website.

(Source: DoJ [News Release](#), 1/12/21) ♦



MEMBER NEWS

San Diego Blood Bank recently received a \$73,000 grant from the Las Patronas. The funds will help the blood bank purchase a new blood mobile. “There is a tremendous need in the medical world right now, so we are excited to be a part of the effort to meet that need,” said 2020-21 Las Patronas President Martha Sottosanti according to *La Jolla Light*. “Additionally, we want to honor the San Diego Blood Bank, even though we can’t do so in our normal way. So, we thought it would be a good way to mobilize our members to donate blood. We’re trying to be creative this year to fulfill our mission.” Las Patronas has provided more than \$274,000 in support of the blood bank for 27 years.



Photo courtesy of *La Jolla Light*

(Source: *La Jolla Light*, [Las Patronas grants \\$73,000 to San Diego Blood Bank as rare blood type is sought for La Jolla](#), 1/25/21) ◆

COMPANY NEWS

Johnson & Johnson [reported](#) data from an interim analysis of a phase III clinical trial for its COVID-19 vaccine candidate. According to a company news release, a single dose of the vaccine “met all primary and key secondary endpoints. The topline safety and efficacy data are based on 43,783 participants accruing 468 symptomatic cases of COVID-19...[A]mong all participants from different geographies and including those infected with an emerging viral variant, Janssen’s COVID-19 vaccine candidate was 66 percent effective overall in preventing moderate to severe COVID-19, 28 days after vaccination. The onset of protection was observed as early as day 14. The level of protection against moderate to severe COVID-19 infection was 72 percent in the United States, 66 percent in Latin America and 57 percent in South Africa, 28 days post-vaccination.” Paul Stoffels, MD, vice chairman of the Executive Committee and chief scientific officer at Johnson & Johnson added in the news release, “[t]hese topline results with a single-shot COVID-19 vaccine candidate represent a promising moment. The potential to significantly reduce the burden of severe disease, by providing an effective and well-tolerated vaccine with just one immunization, is a critical component of the global public health response. A one-shot vaccine is considered by the World Health Organization to be the best option in pandemic settings, enhancing access, distribution and compliance. Eighty-five percent efficacy in preventing severe COVID-19 disease and prevention of COVID-19-related medical interventions will potentially protect hundreds of millions of people from serious and fatal outcomes of COVID-19. It also offers the hope of helping ease the huge burden placed on healthcare systems and communities.”

(Johnson & Johnson [News Release](#), 1/29/21) ◆

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.

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.)

2021

Mar 8-12. **ABC Annual Meeting (Virtual)**. Registration now [open](#).

Aug. 17-19. **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. **4th European Conference on Donor Health and Management, Hamburg, Germany.** More details available [here](#).

Oct. 16-19. **AABB Annual Meeting.** 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

Medical Technologist/Transfusion Technical Specialist (Lee Health - Fort Myers and Cape Coral, FL). \$10,000 Sign-on Bonus (2 years' experience) + \$2,500 relocation allowance if more than 50 miles from Lee Health, great benefits and growth opportunities! Lee Health is looking for a talented and caring Medical Technologists/Transfusion Technical Specialists to join our exceptional team. We are a well-respected health system dedicated to providing a caring, compassionate, safe and healthy environment. Now is the best time to join our caring, compassionate team at Lee Health in Fort Myers, Naples, and Cape Coral, Florida. To meet our growing needs, we are offering relocation and an exceptional hiring incentive package for qualified candidates selected to join our team! For more information, please call Anne at (239) 343-9989 or email at Anne.Herndon@Lee-Health.org. Requirements: Bachelor's degree required; 5 years' Laboratory experience; Five years minimum supervisory experience in Transfusion Services; DPR Supervisor Lab License; and Clinical Laboratory Supervisor in Immunohematology. To learn more and apply, please visit: <https://jobs.leehealth.org/mtts>. Drug/Tobacco - free workplace. EOE

Assistant Manager of Component Production (Carter BloodCare). Functions: The Assistant Manager of Component Production will assist the Manager in all aspects of coordination of Component Production manufacturing

functions. You will oversee daily operations, direct supervision of the production team, interviews, adhere to the fiscal budget, and any task to ensure efficient workflow with strong judgment and decisiveness. You will also collaborate with other blood centers on projects and corporate initiatives. Education: MLT ASCP or equivalent. Experience: Two years' supervisory experience in blood banking production, OR 5 years' supervisory experience in a government-regulated production environment, OR combination of education and experience. Two years' experience with computer blood banking/inventory management software. Carter BloodCare is an EEO/Affirmative Action employer. Carter BloodCare provides equal employment opportunities (EEO) to all employees and applicants and will not discriminate in its employment practices due to an employee's or applicant's race, color, religion, sex, sexual orientation, gender identity, age, national origin, genetic, and veteran or disability status. In addition to federal law requirements, Carter BloodCare complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. Carter BloodCare is a Pro Disabled & Veteran Employer. We maintain a drug-free workplace and perform pre-employment substance abuse testing. Click [here](#) to apply.

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POSITIONS (continued from page 7)

Director of Technical Services (Morrisville, NC (Raleigh, NC Area)). At The Blood Connection, our mission is to support our healthcare partners with adequate, safe, cost-effective blood supplies and services. We desire to be the community blood provider of choice. Position Overview: The Director of Technical Services (ENC) is responsible for supervising and directing the daily operations of the Technical departments in the ENC division: Hospital Services, Component Manufacturing (Biologics Processing), Immunohematology Reference Laboratory, as well as the HS couriers. Duties include: Developing and maintaining procedures. Supervising Reference Laboratory staff. Supervising Hospital Services staff. Supervising Component Manufacturing/Biologics Processing staff Performing bench work as needed. Interfacing with hospital customers. This position requires general laboratory knowledge and skills as well as specialty (SBB) skills and is expected to perform tasks and well as supervise the performance of laboratory and other staff. Education Requirements: MT (ASCP) or equivalent. SBB strongly preferred. Licensure/Certification Requirements: Valid Driver's License. Experience Requirements: Previous supervisory experience required. Complete applications on <https://thebloodconnection.org/about-us/careers/> for consideration.

Executive Director. The Board of Directors of ICCBBA are seeking to appoint an Executive Director to take on the position on the retirement of the current post-holder. The position is being advertised internationally and relocation to the USA is not required. It is anticipated that the successful candidate will be appointed in mid-2021. Click [here](#) for more information. Applicants must hold a minimum of a master's degree, be fluent in English, and have a minimum of five years leadership experience, preferably in the non-profit healthcare field. Knowledge of general trends in biotherapeutics and informatics, together with familiarity with ISBT 128 is desirable. Experience of working internationally across a wide range of cultures would be an advantage. Personality assessment may be required for qualifications. For any questions regarding the position please email: EDapplication@isbt128.org. Applications, including a cover letter and resume to be submitted to EDapplication@isbt128.org by the end of March 2021.

Regional Operations Director (Baton Rouge, LA). LifeShare Blood Center is seeking an enthusiastic Operations Director to oversee regional blood collection and donor recruitment operations. Responsibilities include: develop and implement strategic and tactical plans for operations within the donation center and community-based activities; direct, develop and coach teams for achievement of established goals and KPI's; develop relationships with community leaders and groups to promote our mission and business needs; ensure operations

adhere to standards and regulations governing the blood banking industry, including FDA, AABB, cGMP, and OSHA; and model LifeShare's mission and values, integrating them into daily decisions, behaviors, and actions. The ideal candidate has a bachelor's degree or equivalent experience and background in healthcare administration, business, or operations management, including supervisory experience in the direction and coaching of other employees. S/he champions teamwork, communication and continuous improvement and has a passion for service to our community. Come be a part of the LifeShare team, "connecting donors and the lives they impact!" LifeShare offers a competitive salary, incentive bonus opportunities and a generous benefits package, including employer-paid medical, life and disability insurance; 401k with employer contributions and PTO. Click [here](#) to apply.

Director of Human Resources. The Blood Bank of Alaska is seeking a Director of Human Resources that will report to the CEO. The Director of Human Resources is responsible for the development and implementation of employee policies and procedures, benefit administration, and research related legal issues as requested by management. This person works closely with the leadership team to effectively plan and implement operational goals and objectives as assigned. Must be able to support the professional growth and development of employees across all levels of the organization. Candidate must be a strong leader with innovative ideas and deep experience to support the organization. The Director of Human Resources also serves in the capacity of Safety Officer; coordinating safety training as required including OSHA/cGMP, and other relevant annual required training(s). The incumbent for this role must possess excellent conceptual, communication, and analytical skills. Must understand general workflow processes. Must have excellent interactive skills necessary in communicating with co-workers. The Blood Bank is an equal opportunity employer. Qualified applicants are considered for employment without regard to race, color, religion, national origin, age, disability, marital/veteran status or any other legally protected status. Interested candidates please apply via our website at <https://www.bloodbankofalaska.org/current-openings/>.

Medical Director. Gulf Coast Regional Blood Center in Houston, TX seeks a Medical Director to provide medical and scientific direction in all areas of blood center operations, including an active program in cellular therapy. The Medical Director will work with the Chief Medical Officer to oversee medical aspects of blood donor qualification and collection, apheresis and other cellular therapy activities, an Immunohematology Reference Laboratory, and a donor testing laboratory that serves national clients. Consultation and communication with

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POSITIONS (continued from page 8)

transfusion medicine physicians and other clinicians locally will be expected, and participation in national activities as appropriate. The candidate should hold an MD, DO, or equivalent degree and have or be eligible to acquire a Texas medical license. Qualification as a Clinical Pathologist with subspecialty qualification in Blood Banking and Transfusion Medicine or equivalent training would be expected. Experience in cellular therapy activities and blood center operations is desirable. As one of the largest community blood centers in the United States, we serve 26 counties across the Texas Gulf Coast, Brazos Valley and East Texas, and more than 170 hospitals and health care institutions. Gulf Coast Regional Blood Center is a non-profit organization and part of the Texas Medical Center, a large consortium of medical and research institutions. To apply, please visit <https://jobs.giveblood.org/>.

Medical Technologist (ASCP, MLS) (Erie, PA). The Community Blood Bank of NWPA & WNY is seeking a Medical Technologist for our Erie, PA location. The perspective candidate must have B.S. degree, ASCP certification, six years' experience in field. Component preparation and/or hematology experience desirable. Reports to Technical Director and Lab Supervisor, the position encompasses component preparation and modification of whole blood and required Quality Control/Blood component testing per FDA, Dept. of Health regulation and AABB guidelines. Must be adept in entering and retrieving data from the computer. Please visit <http://fourhearts.org/careers> to apply.

OneBlood is hiring multiple positions within the state of Florida to support our life saving mission. Bring your talent to one of these exciting career opportunities. **Therapeutics Apheresis RN (Ft. Lauderdale, FL - \$5k Bonus Eligible).** Current and valid Florida RN license, current BLS CPR certification, and a valid and clear driver's license is required. Flexibility in scheduling needed to meet the needs of the department; travel within the tri-county market in the South Florida area is required. **Medical Technologist (Tallahassee, FL - \$5k Bonus Eligible).** A valid and current Florida Clinical Laboratory Technologist license in Immunohematology or Blood Banking is required. Prior blood banking experience preferred. Multiple shifts available. **Compatibility Testing Lab Supervisor (Tallahassee, FL).** Bachelor's degree in medical technology, biological science, or related field and three plus years in a clinical laboratory, preferably in blood banking. Requires a current Florida Technologist license in Immunohematology or Blood Banking; FL Supervisor License preferred. OneBlood offers excellent benefits, including excellent shift differential pay for night and weekend schedules, Paid Time Off, Student Loan Repayment Program, a FREE medical coverage option, 403(b) Retirement Plan, company-paid annual CEU training & CE Broker account and

MORE! To apply visit our OneBlood careers website at www.oneblood.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.

Outside Sales Representative/Event Planner (Enid, Okla.). Account Consultants must develop new partnerships with targeted decision makers in community organizations, educational and 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://obi.org/careers/>. ♦