America's Blood Centers®
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ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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

2021 #13 **April 16, 2021**

INSIDE:

National Blood Community Issues Joint Statement Urging Blood Donation as Supply Declines

America's Blood Centers (ABC), AABB, and the American Red Cross issued a joint statement on April 16th urging eligible individuals to donate blood. The national blood community recognized that "the U.S. blood supply is paramount. Blood is an essential part of the nation's health care system and relied upon for medical treatments for millions of patients. No substitute for blood exists and blood products have a limited shelf life. Thus, the U.S. blood supply must constantly be replenished by blood donors whose generosity ensures the continued availability of blood for patients who depend on it.

Blood centers nationwide have reported declines in blood collections in recent weeks. Some have reported their lowest donor turnout in more than a year. These trends are concerning, as both patients and blood centers depend on the altruism of donors to ensure that blood is available for life-saving treatments."

The statement also notes, "AABB, ABC, and the American Red Cross are joining together to urge eligible, healthy individuals to make and keep an appointment to donate blood now and throughout the summer months, a historically challenging time of year for blood collections. Doing so is essential to maintaining the availability of the nation's blood supply and ensuring life-saving treatments for patients in need. With the COVID-19 vaccine rollout ongoing nationwide, the blood community reminds individuals that the U.S. Food and Drug Administration blood donation eligibility criteria does not require a deferral for individuals who have received a vaccine authorized in the U.S., including those manufactured by Johnson & Johnson, Moderna and Pfizer…Blood collection organizations adhere to the highest standards of safety and infection control, and donors are needed to help save lives. Please contact one of the following organizations to find a local blood collection site and to schedule an appointment to donate."

A PDF version of the statement is available of the ABC public site. Additional updates will be provided as they become available. ABC will also keep member blood centers informed of its national outreach efforts with the blood community and external stakeholders to communicate the status of the U.S. blood supply and the importance of the need for blood donors to schedule and keep appointments. Please contact us with any questions.

(Source: America's Blood Centers, AABB, American Red Cross, Joint Statement, 4/16/21)

CBER Updates 2021 Guidance Agenda

The U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER) has published an update to its guidance agenda for 2021. The agency outlines the guidance and draft guidance documents that CBER plans to issue throughout the year. A new addition in this update is:

- Compliance Policy Regarding Donation Suitability Requirements; Draft Guidance for Industry.

Other topics of note that are holdovers from the previous announcement in February that the agency will look to address include:

- Manufacture of Blood Components Using a Pathogen Reduction Device in Blood Establishments: Questions and Answers; Guidance for Industry;
- Blood Pressure and Pulse Donor Eligibility Requirements; Draft Guidance for Industry;
- Alternative Procedures for Cold-Stored Platelets Intended for Transfusion; Draft Guidance for Industry;
- Collection of Platelets by Automated Methods; Guidance for Industry;
- Investigational COVID-19 Convalescent Plasma; Guidance for Industry *(Issued in January and updated in February 2021)*; and
- Revised Recommendations for Reducing Zika Virus Transmission by Blood and Blood Components; Guidance for Industry.

The topics listed for Tissue and Advanced Therapies include:

- Considerations for the Development of Human Gene Therapy Products Incorporating Genome Editing; Draft Guidance for Industry
- Considerations for the Development of Chimeric Antigen Receptor (CAR) T Cell Therapies; Draft Guidance for Industry; and
- Regulation of Human Cells, Tissues, and Cellular and Tissue-Based Products (HCT/Ps) – Small Entity Compliance Guide; Guidance for Industry.

America's Blood Centers will continue to provide updates to member blood centers on its advocacy efforts regarding the CBER guidance agenda as they become available.

A complete listing of the potential guidances is available on the FDA's website.

(Source: FDA Announcement, 4/12/21)

The *ABC Newsletter* (ISSN #1092-0412) is published by America's Blood Centers® and distributed by e-mail.

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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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.

ABC Highlights Need for Diverse Blood Supply in *USA TODAY*

America's Blood Centers participated in a campaign with *USA Today*, by authoring an article titled "Why the Nation Needs a Diverse Blood Supply." The article is included as an insert in the publication. The campaign highlights those living with blood disorders and features Tionne "T-Boz" Watkins, a member of the four-time Grammy Award winning group TLC, who lives with sickle cell disease. The estimated circulation of the insert is 200,000 copies reaching approximately 600,000 readers.

ABC Employee and Retention Survey Launches

ABC has launched our Employee Turnover and Retention Survey for calendar year 2020. We would like to achieve a 100 percent response rate. Questions focused on COVID-19 experiences and policies have been added to the survey. Your participation in completing this survey will help ensure the results will be a valuable tool for the entire ABC membership, in particular in addressing the human resources sections of your emergency and disaster preparedness plans. Survey results will be reported in the aggregate and made available on the ABC Member Portal.

Please contact us for a copy of the MCN which includes a link to the survey.

(Source: MCN 21-033, 4/12/21)

ABC Seeks Member Participation in 2020 Service Fee Survey

America's Blood Centers has launched the annual survey of member service fees. Members are encouraged to participate by completing the online survey available in MCN 21-032. The results from this survey are important in assisting ABC in its advocacy efforts on behalf of member blood centers for better reimbursement for blood products. Only aggregate data will be reported and no individual data or identifiable information from any center will be shared. Please contact us to receive a copy of the survey questions or see MCN 21-032.

(Source: MCN 21-032, 4/8/21)

ADRP Webinar: Convalescent Plasma Donors — What's Next?

Register today for the Wednesday, April 21st ADRP webinar titled "Convalescent Plasma Donors — What's Next?" This webinar will take place at 1 p.m. EDT and will explore ways in which blood centers can engage and retain convalescent plasma donors. Two centers will share data and additional information on the strategies they have implemented to foster relationships with convalescent plasma donors, followed by an open forum to discuss additional ways to amplify recruitment and retention efforts.

ADRP subscribers may register for free. Non-subscribers can participate for $25.

(Source: ADRP Announcement, 3/29/21) ♦

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INSIDE ABC (continued from page 3)

ADRP Master Class Designed for Your Collections and Recruitment Teams

This year's workshop is focused on elevating the donor journey and catered to the needs of your collections and recruitment teams, the latter of which have a unique role in setting the foundation with donors, communicating key details on what they can expect during the blood donation process. Your collections teams provide the donor the experience which will stay with them forever, dictating if and when they return. Both teams are integral in the donor journey. The Master Class program will also address staff management and how to create a culture to deliver top-notch service. It includes a great mix of presenters, both from blood centers across the globe and from well-known companies such as Chick-fil-A and The Ritz-Carlton. In addition to these speakers, the workshop will have attendees from community blood centers, hospitals, and the American Red Cross, representing U.S., Canada, Scotland, Ireland, and China. Registration remains open. View the complete program and register here today.

Upcoming ABC Webinars – Don't Miss Out!

- **ABC QA Education Webinar** – April 20th from 3 – 4 p.m. (EDT). An Academic Approach to COVID Convalescent Plasma: "PassITON & Rosetta Stone." Additional details including login information to join the webinar are also available to ABC members in MCN 21-030. Please contact us with questions or to receive a copy of the MCN.

- **ADRP Convalescent Plasma Donors — "What's Next? Webinar** – April 21st from 1 – 2 p.m. (EDT). Additional details and registration available here.

REGULATORY NEWS

The U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER) has published its 2020 annual summary of Biological Product and Human Cells, Tissues, and Cellular Tissue-based Product (HCT/P) Deviation Report. Deviations potentially affecting safety, purity, or potency, as well as unexpected events that occur during the manufacturing of blood and blood products must be reported to CBER in accordance with 21 CFR 606.171 or 1271.350(b). In addition, manufacturers of non-reproductive HCT/Ps regulated by FDA are required to submit deviation reports involving distributed products if the deviation or the unexpected event is related to a core Current Good Tissue Practice requirement and related to the prevention of communicable disease transmission or HCT/P contamination. The annual summary provides an overview of the reports FDA received during the most recent fiscal year, including detailed information regarding the number and types of deviation reports received. FDA combined data received over the last three fiscal years to compare data and highlight changes. During fiscal year 2020, Oct. 1, 2019 to Sept. 30, 2020, CBER entered 30,929 deviation reports into its database, a 37.2 percent decrease from FY 2019. "The total number of reporting establishments decreased from 2,159 in FY19 to 2,133 in FY20. Compared to FY19, there were five fewer blood and Source Plasma establishments, four more manufacturers of licensed biological products other than blood and blood components, and 24 fewer 361 HCT/P manufacturers reporting in FY20."

(Source: CBER Biological Product and HCT/P Deviation Reports – Fiscal Year 2020, 4/8/21)

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REGULATORY NEWS (continued from page 4)

FDA published a guidance this week titled "Remote Interactive Evaluations of Drug Manufacturing and Bioresearch Monitoring Facilities During the COVID-19 Public Health Emergency" Guidance for Industry. The document outlines how the agency "will request and conduct voluntary remote interactive evaluations at facilities where drugs (including biologics) are manufactured, processed, packed, or held; facilities covered under FDA's bioresearch monitoring (BIMO) program; and outsourcing facilities registered under section 503B of the Federal Food, Drug, and Cosmetic Act for the duration of the COVID-19 public health emergency. This policy is intended to remain in effect only for the duration of the public health emergency related to COVID-19 declared by the Secretary of Health and Human Services (HHS) including any renewals." Acting FDA Commissioner Janet Woodcock issued a statement announcing the guidance, "[d]uring this worldwide public health emergency, the FDA has used a variety of tools to oversee facilities that manufacture FDA-regulated products. These tools include record requests in advance of or in lieu of a drug facility inspection, relying on information from trusted regulatory partners, and remote interactive evaluations (such as remote livestreaming video of operations, teleconferences, and screen sharing). We have used some or all of these approaches to evaluate facilities for human and animal medical products during the public health emergency when inspections of drug facilities were not possible due to travel or quarantine restrictions. Inspections are an important tool to keep Americans safe, and are part of a set of tools used for regulatory oversight. As part of the wide variety of tools we have deployed during the COVID-19 pandemic, remote interactive evaluations have informed the FDA's regulatory decision-making, contributed to ensuring drug quality and helped determine the scope, depth, and timing of future inspections. By necessity, we have adapted by conducting more remote interactive evaluations throughout the public health emergency and are continuing to expand their use as appropriate. The purpose of this new guidance is to provide further clarity for regulated facilities on how the FDA will request and conduct these remote interactive evaluations during the COVID-19 public health emergency. We recognize that remote interactive evaluations do not replace inspections, and that there are situations where only an inspection is appropriate based on risk and history of compliance with FDA regulations…we see remote interactive evaluations as part of a necessary strategy to evaluate medical product facilities."

(Sources: FDA Guidance, 4/14/21; FDA Statement, 4/14/21)

WORD IN WASHINGTON

The Administration announced funding requests for President Biden's fiscal year 2022 discretionary budget. It includes $131.7 billion in overall funds for the U.S. Department of Health and Human Services (HHS), a more than 23 percent increase over the fiscal year 2021 funding levels and $8.7 billion for Centers for Disease Control and Prevention, the largest budget authority increase in nearly 20 years according to a report from *Inside Health Policy*. It also includes plans to boost the U.S. Food and Drug Administration's (FDA) organizational capacity to assist in preparedness efforts for future public health crises and "a request for $905 million for HHS' Office of the Assistant Secretary for Preparedness and Response (ASPR) to bolster the Strategic National Stockpile. The budget document doesn't explain what's meant by organizational capacity, but an administration official told *Inside Health Policy* the investments will support hiring of additional staff, as well as information technology investments…The FDA proposal was lumped in with the administration's more detailed proposal to give $905 million to ASPR for management of the Strategic National Stockpile (SNS). ASPR would use the funds to maintain replenishment of critical medical supplies and to restructure efforts initiated during the COVID-19 pandemic. The Administration would ensure SNS investments position the Nation to respond to the most likely chemical, biological, radiological, and nuclear threats as opposed to simply restocking expired materiel," the administration wrote in its budget document. [President] Biden also wants to ramp up pandemic preparedness and response efforts at the Department of Defense (DoD). He proposes giving DOD $715 billion for emerging infectious disease surveillance, biosafety and biosecurity, and medical countermeasure research and development."

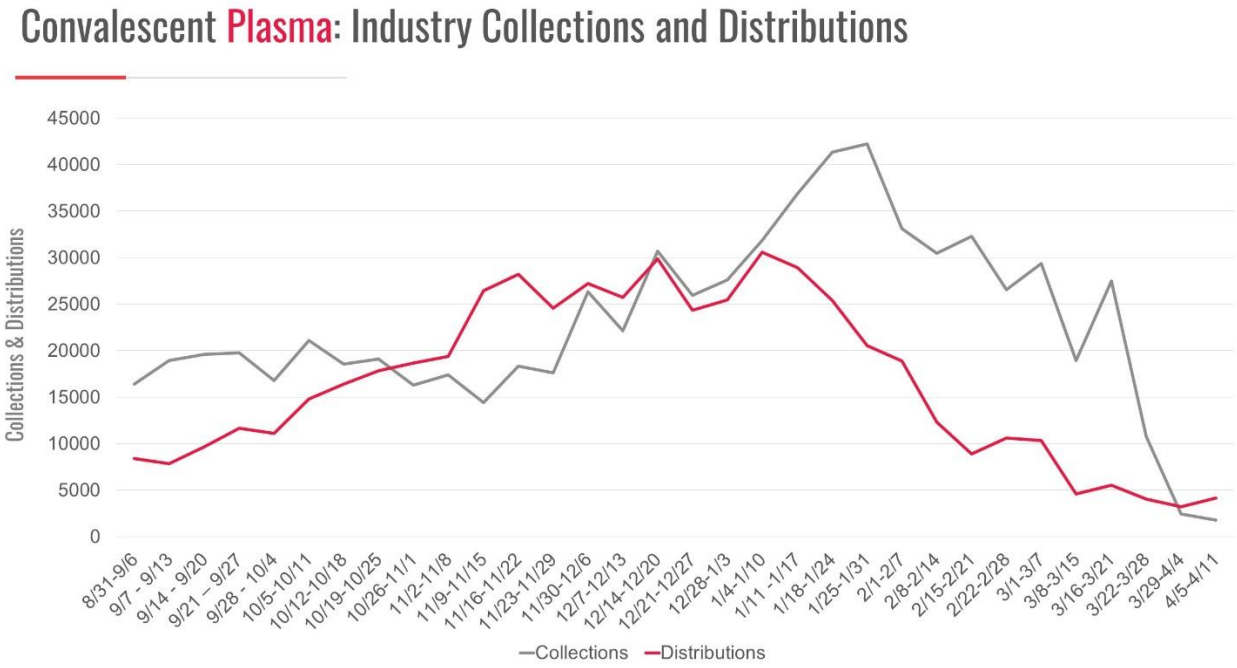
(Source: *Inside Health Policy*, Biden Seeks to Boost FDA's Workforce, IT Efforts, 4/9/21)

PEOPLE

J.D. Pettyjohn, MBA has been named chief operating officer LifeSouth Community Blood Centers. Mr. Pettyjohn has served as vice president of Operations for LifeSouth since 2017. In that role, he oversaw all operational functions of the organization, including donor collections, donor recruitment, donor outreach, and inventory management. Mr. Pettyjohn began his career at LifeSouth in 1999 holding multiple leadership positions throughout his tenure. "His extensive expertise in blood banking and strategic business development is vital to the continued growth and success of LifeSouth" according to the announcement from the blood center.

(Source: LifeSouth News Release, 4/14/21)

COVID-19 Convalescent Plasma Updates



MEMBER NEWS

Rock River Blood Center has become part of the National Blood Collaborative. "We are excited to welcome the Rock River Valley Blood Center into our group of affiliated blood centers from across the nation," said Wendy Trivisonno, president of the National Blood Collaborative in a news release. "We look forward to working closely with their leadership on our strategic objective to create groundbreaking initiatives that drive down cost to support hospitals and local communities." Rock River Blood Center joins fellow National Blood Collaborative members:

- **Kentucky Blood Center**;
- **LifeServe Blood Center**;
- **LifeSouth Community Blood Centers**;
- **Mississippi Valley Regional Blood Center**;
- **San Diego Blood Bank**;
- **Stanford Blood Center**; and
- **The Blood Center (New Orleans, L.A.)**.

Membership in this organization will help us remain independent and strategically poised for a successful future in our community and industry," said Lisa Entrikin, chief executive officer (CEO) of the Rock River Valley Blood Center in the news release. "We are looking forward to creating a network, sharing best practices, and lending expertise and leadership to an organization filled with such innovative blood centers." According to the news release, "[t]he National Blood Collaborative is a national network of leading blood centers working together to respond to the increasing economic demands of hospitals and healthcare systems. The organization delivers blood management services through local and not-for-profit, community-based centers and is comprised of eight blood centers that collect, process, and distribute more than 1 million blood components every year, serving hospital customers in 35 states."

(Source: National Blood Collaborative News Release, 4/14/21)

Northern California Community Blood Bank has joined the National Blood Testing Cooperative (NBTC). Fourteen blood centers throughout the U.S. are members of the NBTC, which formed in 2019 "to allow community-based blood centers to take control of their blood testing needs" and "[t]oday, NBTC provides high-quality testing services, at cost, to its owner-members by eliminating unnecessary profit mark-ups that large testing entities charge." Kate Witthaus, CEO of Northern California Community Blood Bank added in a news release, "We're excited to be joining forces with such an excellent organization. Northern California Community Blood Bank is looking forward to working with all of the NBTC owners and leveraging their expertise in the blood banking industry. For over 70 years, we have helped donors of the Northern California coast meet the needs of local patients. This collaboration with NBTC is a great fit and will take our testing services to the next level of efficiency and help move our mission forward." Other members of NBTC include:

- **Cascade Regional Blood Services**;
- **Central Pennsylvania Blood Bank**;
- **Community Blood Center of Ozarks**;
- **Kentucky Blood Center**;
- **LifeServe Blood Center**;
- **LifeShare Blood Center**;
- **LifeSouth Community Blood Centers**;
- **Mississippi Valley Regional Blood Center**;
- **Shepeard Blood Center**;
- **Stanford Blood Center**;
- **Suncoast Communities Blood Bank**;

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MEMBER NEWS (continued from page 7)

- **The Blood Center (New Orleans, L.A.)**; and
- **We Are Blood**.

"We are thrilled with the steady growth of our membership and are dedicated to serving as a national partner for innovative community blood centers. Northern California Community Blood Bank's commitment to quality blood products makes them an ideal member and we welcome them to the NBTC family," said Wendy Trivisonno, president and CEO of the NBTC in a news release. "We recognize that too often blood centers face constraints and challenges when it comes to testing products, but we're confident that our cooperative approach will continue to help improve efficiencies for our members not only from a testing perspective, but also to strengthen their brand awareness in the industry and in their local communities."

(Source: NBTC News Release, 4/14/21)

GLOBAL NEWS

NHS Blood and Transplant (NHSBT) began accepting plasma donors on April 7th. This marked the first time in more than 20 years that domestically sourced plasma for fractionation can be donated following removal of a ban in the United Kingdom (UK). Individuals can now donate plasma at 14 donor centers across England. The ban had been in place since 1998 amid concerns over variant Creutzfeldt Jakob Disease (vCJD). "Plasma is made into lifesaving medicines for people with rare diseases. There is a growing need for plasma for medicines and a worldwide shortage of donors," said NHSBT Chief Medical Officer Dr. Gail Miflin in a news release. "NHSBT already collects some plasma during whole blood donation but a dedicated plasmapheresis progr[am] will greatly increase NHSBT's ability to provide plasma at volume. This will play an important part in reducing the UK's reliance on plasma donated in the U.S. Until the government lifted a vCJD safety measure, these medicines could only be sourced from overseas. Like blood donation, plasma donation will be altruistic." Parliamentary Under Secretary of State (Minister for Innovation) Lord Bethell added, "Today marks a historic occasion, with the first UK patients donating plasma to be used for lifesaving medicines in more than two decades. I am hugely grateful to the exceptional volunteers who will be donating today, as their contributions will eventually make a difference to the lives of so many."

(Source: NHSBT News Release, 4/7/21)

COMPANY NEWS

Valneva SE "has completed recruitment" for a phase III, double-blinded, placebo-controlled study for its chikungunya vaccine candidate. The trial enrolled more than 4,000 adults who are 18 or older throughout the U.S. with the primary endpoint being "to demonstrate safety and immunogenicity 28 days after a single-shot vaccination with VLA1553 including a subset of participants (immunogenicity subset) tested for seroprotection based on an immunological surrogate agreed with the Food and Drug Administration (FDA)." Valneva Chief Medical Officer Juan Carlos Jaramillo, MD added in a news release, "[w]e are extremely pleased to have reached this important milestone despite the ongoing COVID-19 pandemic affecting many people worldwide and creating challenges for recruitment into clinical trials. Chikungunya virus is a major, growing public health threat and we are looking forward to our top line data in mid-2021. We would like to thank everyone involved, we could not have achieved this important milestone without hard work and dedication."

(Source: Valneva SE News Release, 4/13/21)

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COMPANY NEWS (continued from page 8)

EryPharm, a biotech startup in France, recently announced that it is beginning the "pilot production phase and scale-up" for cultured red blood cells (cRBC) using hematopoietic stem cells . The company envisions the product eventually serving as a "complement [to] conventional transfusion" practices. "We are more than thrilled to pave the way to prevent blood shortage and propose to patients in the near future an effective and safe technology," said EryPharm President and Founder Professor Luc Douay in a news release. "With EryPharm, we will be able to deliver an improved transfusion treatment to patients in recurrent need, whether they suffer from acquired or inherited anemia. More than a new drug, EryPharm paves the way to a new paradigm for transfusion medicine." The company plans to begin clinical trials in 2022 "to confirm the product's non-toxicity, to be followed by trials in 2023 to confirm the benefits of cRBCs."

(Source: EryPharm News Release: 4/8/21) ♦

Cellphire Request for Apheresis Platelet Units

Cellphire, Inc. is a biomedical research organization located in Rockville, M.D. Currently, Cellphire is conducting two separate Phase II clinical trials. Both trials require a weekly supply of FDA licensed, leukocyte reduced, Apheresis Platelet Units (APU). For one trial, IND 17156, the APUs, once received by Cellphire, are pooled, filtered using a process of Tangential Flow Filtration (TFF) which reduces the excess plasma, then a cryoprotectant solution is added to the pooled APU, aliquoted to glass vials, and then lyophilized. The lyophilized product is termed "Thrombosomes". For the other trial, IND 14047, the APU have an added requirement. They must be licensed, irradiated and leukocyte reduced. These APUs are plasma reduced, mixed with 6% percent DMSO, and then frozen and stored in an Ultra-Low Freezer at ≤-65C. These DMSO frozen platelets are termed "CPP". Information on each of these clinical trials may be found on Clinicaltrials.gov. More information available here.

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

May 4-6. **IPFA/PEI 27th International Workshop on Surveillance and Screening of Blood-borne Pathogens (Virtual).** More details available here.

May 6. **FDA CBER OTAT Patient Engagement and Regenerative Medicine Workshop (Virtual).** More details available here.

May 12-13. **Elevate Your Donor Journey: ADRP Master Class in Finding Your XFactor (Virtual).** More details available here.

May 21-22. **64th Annual California Blood Bank Society Annual Meeting (Virtual).** 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.

Aug. 17-19. **2021 ADRP Conference, Kansas City, Mo.** Registration is open. More details available here.

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CALENDAR (continued from page 9)

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

Blood Donor Collections Manager (Blood Donor Center; Massachusetts General Hospital, Harvard Medical School). The Massachusetts General Hospital Blood Donor Center is currently hiring a Collections Manager. The Donor Collections Manager is responsible for the organization and management of Donor Service In-House collection facilities, the Blood Donor Mobile Units, and the Component Processing Laboratory, as well as, the implementation of policies and procedures, staffing and evaluation of all staff. The Donor Collections Manager has a primary reporting relationship to the Medical Director and a secondary reporting relationship to the Director of Operations, Lab and Molecular Medicine. The Donor Collections Manager is functionally responsible for coordinating clinical, educational, and administrative activities of the Blood Donor Center, Blood Donor Mobile Units, Apheresis Collections, and the Component Processing Lab. The Donor Collections Manager is an extension of the Medical Director and works to ensure competent, compassionate care to the donors, and to their families. The Standards of Practice of the AABB and the Philosophy of the Blood Donor Center form the basis of such care. The ideal candidate will have three to five years of supervisory experience in blood collection and bachelor's degree. To view the complete job posting and apply, please click here. Interested candidates can also contact Elana Greenfield at egreenfield1@mgh.harvard.edu.

Regional Operations Director. LifeShare Blood Center is seeking an enthusiastic Operations Director to oversee blood collection and donor recruitment operations in the Baton Rouge, LA region. Relocation assistance may be available for the right candidate. 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. They champion teamwork, communication and continuous improvement and have 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 (beginning salary is $65,000 – 72,000 commensurate with experience), incentive bonus opportunities and a generous benefits package, including employer-paid medical, life and disability insurance; 401k with employer contributions (6%) and paid time off bank. Click here to apply.

Outside Sales Representative/Event Planner (Lawton, 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. Click here to apply.