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ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2021 #16 **May 7, 2021**

INSIDE:

FDA Releases Roadmap for Inspections

The U.S. Food and Drug Administration (FDA) announced the publication of a report on May 5th titled "Resiliency Roadmap for FDA Inspectional Oversight." The agency states that the document outlines "the agency's inspectional activities during the COVID-19 pandemic" in addition to providing a "detailed plan to move toward a more consistent state of operations, including the FDA's priorities related to this work going forward."

In the FDA news release, Acting FDA Commissioner Janet Woodcock states, "[l]ike most organizations around the world, the FDA experienced unprecedented and unique challenges during the SARS-CoV-2 pandemic. In particular, our inspection, surveillance and compliance activities were significantly impacted. The FDA fully understands the importance of getting back to a more consistent state of inspectional capacity. This plan provides the public with a transparent picture of both the successes and challenges we've faced in these areas over the past year, as well as our plan moving forward. We want to assure the American public that we have used a variety of tools to oversee the regulated industry and ensure that Americans continue to have access to safe food and high-quality FDA-regulated products."

The report highlights both the mission critical and prioritized domestic inspections conducted by the agency during the COVID-19 pandemic. It notes that "routine surveillance inspections have not been considered mission critical. When establishing priorities during the pandemic, the majority of routine surveillance inspections were postponed." The agency intended to conduct 21,000 inspections during fiscal year 2020 and was only able to complete 13,000 prior to the pandemic. The "FDA has planned for 26,250 surveillance inspections in fiscal year 2021, reflecting those identified through our usual planning processes and criteria, and rolling over any remaining surveillance inspections postponed from fiscal year 2020. Most, but not all, inspections postponed in fiscal year 2020 are included in FDA's fiscal year 2021 planned inspections. Those not carried over may have, for example, been planned for facilities that have gone out of business, which FDA may have been able to confirm without an inspection…Many routine surveillance inspections are based on risk. FDA was able to use remote tools to provide oversight that lowered the relative risk of some establishments. In reassessing the risk-based list for fiscal year 2021, these establishments may not be included because there may be higher-risk establishments that need to be inspected."

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FDA Inspectional Roadmap (continued from page 1)

When mapping the agency's priorities moving forward, FDA developed three tiers, which are defined for biologics as:

- Tier One (mission critical): emergency-use authorization product; agency crisis, or emergency response for-cause work; application-approval for high-priority product.
- Tier Two (higher priority): application-approval inspection not considered mission critical; for-cause but not considered mission critical.
- Tier Three (lower priority): routine-surveillance inspection.

The agency listed the challenges it continues to face that may impact its ability to conduct future inspections for the remainder of fiscal year 2021 which ends on September 30th, and formed the basis of the methodology used for its scenario-based estimates:

- "Current investigators available to conduct inspections. FDA is using staffing information as of March 2021 for this analysis.
- COVID-19 administrative leave impact on available hours to conduct inspections. Historical COVID-19 administrative leave was analyzed to estimate limitations.
- Other work FDA investigators will need to continue to conduct, including any outstanding and new preapproval, pre-market, pre-license, and for-cause work that will come up throughout the remainder of the fiscal year. FDA is estimating other work to be conducted based on current and historical data and work planning information. Any significant increase would impact resources for completing surveillance inspections.
- Other disruptors, such as public emergencies that may affect staffing (e.g., natural disasters that may require deployment of FDA Commissioned Corps officers of the U.S. Public Health Service), environmental factors, and other constraints due to the lifting of COVID-19 restrictions, such as postponed leave for employees.
- Challenges inherent in planning foreign versus domestic work within shortened time periods. In all scenarios, FDA estimates that, given the length of time required to plan foreign inspections, no foreign surveillance inspections conducted by inspectors traveling from the U.S. will be achievable before September 2021 using U.S.-based staff. FDA's foreign offices have accomplished a limited number of foreign surveillance inspections during fiscal year 2021."

FDA concludes by stating, "COVID-19 is an unprecedented public health emergency that has both challenged traditional oversight activities and afforded FDA an opportunity to consider regulatory approaches that increase efficiency while also ensuring product quality and fulfilling FDA's public health mission. FDA continues to work to advance regulatory convergence and to expand mutual reliance with trusted regulatory partners. We are also working to leverage collaborative approaches across the agency to foster alignment around modernization policies and practices and determine how they can best be deployed to meet our mission. The agency is also expanding our workforce to help us better face the challenges ahead…This modernization effort will include a review of approaches to regulatory oversight using next-generation assessment technologies and improvements as well as a review of available authorities for any potential legislative proposals. FDA will also continue to work to enhance our coordinated approach to inspections, information sharing, and other processes to accelerate evaluation and potential integration of new oversight methods and tools. This will allow consistent use of tools and technologies and provide additional flexibility to enhance data-driven, risk-based oversight modeling across the agency and the nation's public health system. Looking to the future, FDA will maximize use of every available approach and resource to meet its regulatory responsibilities and to achieve optimal public health outcomes. Throughout the remainder of the COVID-19 public health emergency, we will stay focused on mission-critical and prioritized inspections. Routine surveillance work at facilities that pose less risk will continue to be lower priority while we utilize additional tools for continued regulatory oversight in protecting public health."

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FDA Inspectional Roadmap (continued from page 2)

Last month, the FDA issued a guidance titled "Remote Interactive Evaluations of Drug Manufacturing and Bioresearch Monitoring Facilities During the COVID-19 Public Health Emergency" Guidance for Industry. That document outlined 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."

(Sources: FDA News Release, 5/5/21; FDA Resiliency Roadmap for FDA Inspectional Oversight, 5/5/21)

MVRBC Now ImpactLife

Mississippi Valley Regional Blood Center has become ImpactLife. The organization revealed the new name and logo at a news conference on May 3rd. "We are proud of our strong history and the reputation we have developed under our previous names, but the time has come to bring all of our team, donors, and volunteers under a shared identity that emphasizes the impact of our work on the communities we have the pleasure to serve," said ImpactLife Chief Executive Officer and America's Blood Centers Past President Mike Parejko, in a news release. "Our organization will be stronger and more efficient when we operate under a single brand instead of three. With our growth, it has become abundantly clear this is the time to move forward under a single name."

ImpactLife unites legacy blood centers Mississippi Valley Regional Blood Center, Central Illinois Community Blood Center, and Community Blood Services of Illinois under a single identity. According to the news release, "[t]he three organizations joined forces in 2010 and 2011...Since the time of their merger, the blood center's legal and regulatory name (for licensing purposes) has been maintained as Mississippi Valley Regional Blood Center, but the organization has done business as all three names in various parts of its service region. The legal and regulatory name will remain unchanged after May 3rd and the blood center will do business as ImpactLife with all communities and partners moving forward." The organization provides blood to 120 hospitals in Illinois, Iowa, Missouri, and Wisconsin.

(Source: ImpactLife News Release, 5/3/21)

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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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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.

Theresa Pina Becomes ADRP Advisory Board President

Gulf Coast Regional Blood Center's Vice President of Operation Theresa Pina has become President of ADRP's, an International Division of America's Blood Centers (ABC), Advisory Board. Ms. Pina has been of a member of the ADRP Advisory Board since 2017. She has more than 25 years of management experience with expertise in operations, marketing, public relations, and donor recruitment. Ms. Pina began her career in blood banking in 2005 as a donor recruiter before advancing to the role of director of Donor Recruitment in 2009 and her current role as vice president of Operations in 2017. She succeeds Rock River Valley Blood Center Chief Executive Officer Lisa Entrikin who is now ADRP's Immediate Past-President. Other Advisory Board members include:

- Vice President Amanda Farrell (ConnectLife);
- Vice President Jennifer Charbonneaux (Vitalant);
- Treasurer Claude Leboeuf (Héma-Québec);
- Brian Bautista (Versiti);
- Amanda Hess (ImpactLife);
- Debbie McNaughton (Scottish National Blood Transfusion Service);
- Stephanie Nunez-Leos (South Texas Blood &Tissue Center);
- Nicole Pineault (Rhode Island Blood Center, New York Blood Center Enterprises);
- Hunter Shaffer (Blood Centers of America);
- Tammy Whitely (Oklahoma Blood Institute); and
- Kate Fry, MBA, CAE (America's Blood Centers)

ADRP New Website Now Live

ADRP, an International Division of America's Blood Centers (ABC) is excited to announce that its new website is live. Users can experience a fresh design and have access to new tools for improved interaction with both their peers and the organization. Additional features include:

- streamlined navigation to most visited pages and easy access to tools such as webinar recordings;
- a new community platform for posting questions, sharing resources, and connecting with other ADRP subscribers; and
- expanded public awareness resources, ensuring a more unified voice for the blood community.

All users are encouraged to provide feedback.

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

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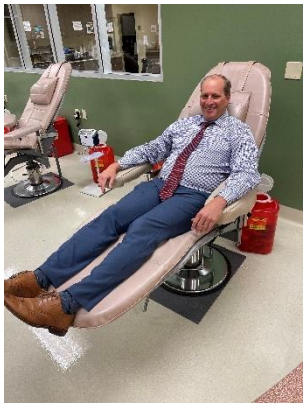
INSIDE ABC (continued from page 4)

FINAL REGISTRATION CALL: ADRP Master Class Designed for Your Collections and Recruitment Teams

Last chance to register for this year's workshop taking place May 12th-13th. It is focused on elevating the donor journey and is 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. View the complete program and register here today.

MEMBER NEWS



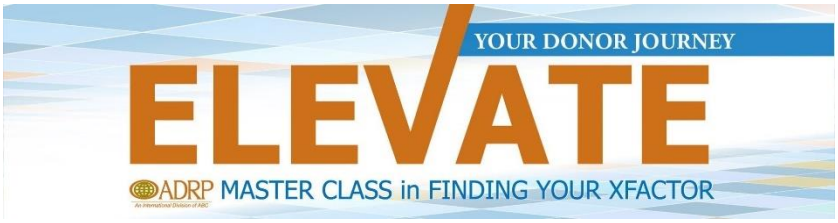
LIFELINE Blood Services recently received a visit from a member of Sen. Bill Hagerty's (R-Tenn.) team. Matt Varino, a field representative for the Senator, got a tour of the blood center from LIFELINE Blood Services President and Chief Executive Officer John B. Miller, MBA who is also the current America's Blood Centers President, and LIFELINE Blood Services Marketing Manager Caitlin Roach to learn more about blood banking. They also discussed legislation to track that could potentially impact the blood community. Mr. Varino has been a blood donor at LIFELINE Blood Services for several years and is an advocate for blood donation. He hopes to continue to spread awareness of its importance. "Like all of us, I have a lot on my plate," said Mr. Varino in a news release. "I work full-time, my wife and I have three daughters, and our family is busy. Donating blood is the easiest way I can think of to volunteer and make a major impact on the lives of people here in West Tennessee."

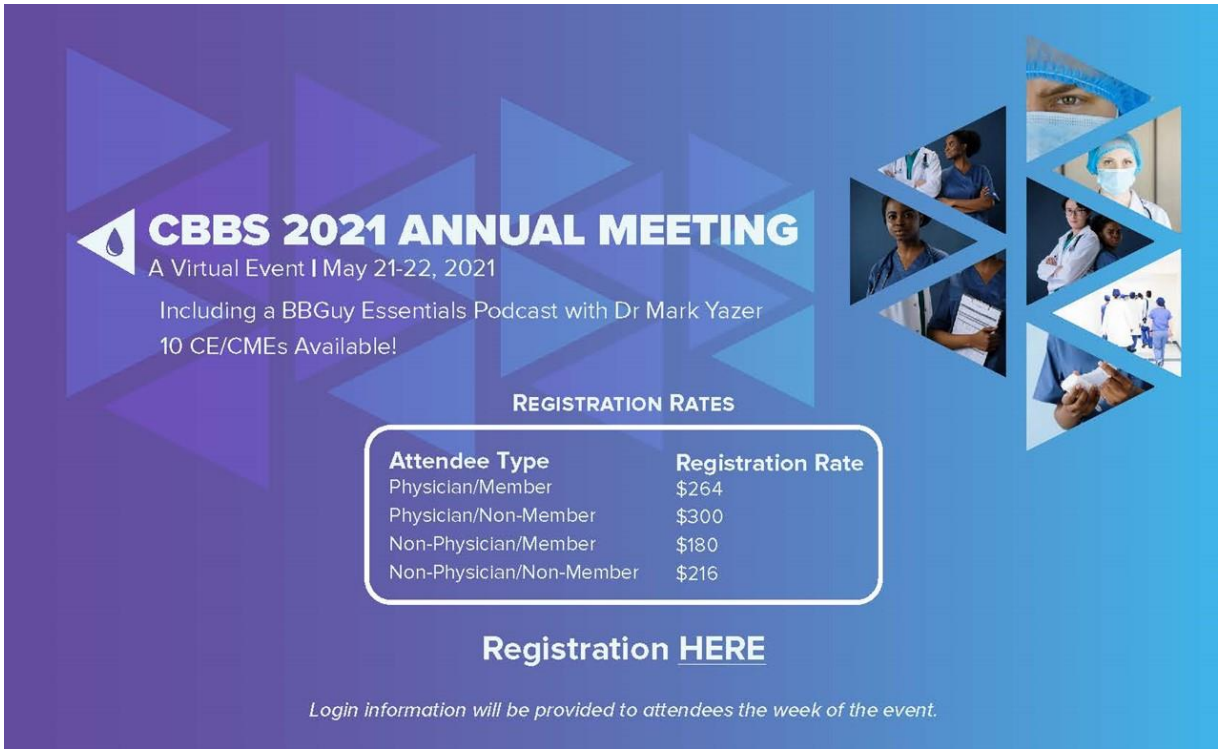
(Source: LIFELINE Blood Services News Release, 5/4/21)

GLOBAL NEWS

The World Health Organization (WHO) authorized the Moderna COVID-19 vaccine for emergency use on April 30th. At that time, it was the fifth COVID-19 vaccine to receive the designation from the WHO joining the Pfizer/BioNTech, Astrazeneca-SK Bio, Serum Institute of India, and Janssen vaccines. The organization's Strategic Advisory Group of Experts on Immunization (SAGE) recommended the vaccine for individuals over the age of 18 earlier this year. According to the WHO, the emergency use listing (EUL) "assesses the quality, safety, and efficacy of COVID-19 vaccines and is a prerequisite for the organization's COVID-19 Vaccines Global Access (COVAX) facility vaccine supply. It also allows countries to expedite their own regulatory approval to import and administer COVID-19 vaccines."

(Source: WHO News Release, 4/30/21)





COMPANY NEWS

uniQure announced that the U.S. Food and Drug Administration (FDA) has "removed the clinical hold" on its gene therapy program to treat hemophilia B. The hold had been in place since December when a patient in a clinical trial for the company's gene therapy candidate was diagnosed with epatocellular carcinoma (HCC). "Patient safety is our top priority, and we are grateful to our advisors and the FDA for their help in resolving this clinical hold," stated Ricardo Dolmetsch, PhD, president of Research and Development at uniQure, in a news release. "Our comprehensive investigation showed that [uniQure's gene therapy] is very unlikely to have contributed to the HCC in our patient. We look forward to announcing top-line 52-week data from the HOPE-B pivotal trial later this quarter." The company added that, "[a]ll patients in uniQure's hemophilia B gene therapy program, including the 54 patients in HOPE-B, have had abdominal ultrasounds performed one year after dosing, and each will continue to be monitored by their care teams. Patients will continue to receive abdominal ultrasounds every six months. No other cases of HCC have been reported in uniQure clinical trials conducted in more than 100 patients in hemophilia B and other indications, with some patients dosed more than 10 years ago."

(Source: uniQure News Release, 4/26/21)

bluebird bio, Inc. provided an update recently on the reported case of myelodysplastic syndrome (MDS) in its phase I/II clinical trial of the the gene therapy LentiGlobin to treat sickle cell disease (SCD). The issued a news release stated "[t]he case of MDS reported in February…has been further assessed following the review of results from additional tests. The treating investigator has concluded this is not a case of MDS and has revised the diagnosis to transfusion-dependent anemia. bluebird bio has reported this update to regulatory agencies and study investigators. The company continues to work with the treating investigator to determine the potential cause of this patient's anemia. [Previosuly, bluebird bio] reported that it is very unlikely the suspected unexpected serious adverse reaction (SUSAR) of acute myeloid leukemia (AML) reported in the HGB-206 study of LentiGlobin for SCD was related to the BB305 lentiviral vector (LVV).

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COMPANY NEWS (continued from page 6)

This assessment, along with the re-classification of the originally reported MDS case to transfusion-dependent anemia are important steps in bluebird bio's path to seeking removal of the clinical hold on studies HGB-206 and HGB-210 of LentiGlobin for SCD. bluebird bio continues to work with regulators to resume its clinical studies in sickle cell disease as well as to remove the clinical hold for HGB-207 and HGB-212 clinical studies of beti-cel for beta thalassemia, with potential lift of all clinical holds in mid-2021."

(Source: bluebird bio, Inc. News Release, 4/20/21) ♦

Upcoming ABC Webinars – Don't Miss Out!

- **ABC SMT Journal Club Webinar** – July 26th from 3 – 4 p.m. (EDT). More details coming soon.
- **ABC Webinar (sponsored by WellSky): Blood Product Manufacturing: "Driving Efficiencies by Automating Exception Processes"** – June 2nd from 2 – 3 p.m. (EDT). Additional details and registration available info available in MCN 21-039. Contact us to receive the registration link or copy of the MCN.

ABC Calendar of Events

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

CALENDAR

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

2021

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.

June 9-10. **South Central Association of Blood Banks (SCABB) Advanced Immunohematology and Molecular Symposium (AIMS℠), a Hybrid Event, Orlando, Fla. or Virtual.** More details available here.

June 11-12. **South Central Association of Blood Banks (SCABB) Annual Meeting & Exhibit Show (ENGAGE), a Hybrid Event, Orlando, Fla. or 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.

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

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CALENDAR (continued from page 7)

Sept. 22. **11th Anniversary Symposium on Red Cell Genotyping 2021: The New Normal, Bethesda, MD (Hybrid)**. For more information click here or contact Natasha Leon.

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

Outside Sales Representative/Event Planner (Lawton, Okla.). Outside sales representatives 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/.

Outside Sales Representative/Event Planner (Ardmore, Okla.). Outside sales representatives 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 donationawareness. 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/.

Sr Director Inventory Distribution (Tempe, AZ). Vitalant is a nonprofit organization that collects blood from volunteer donors and provides blood, blood products and services across the United States. Under minimal direction, this position is responsible for managing and coordinating hospital services activities, overseeing the function to assure the team culture supports the procedures and systems which meets the Vitalant customer promise while maintaining Current Good Manufacturing Practice (cGMP) regulations are followed for the department including SOPs, training, and competency, and error management. Assists with the development and implementation of organizational strategies to achieve core corporate goals aligning with the strategic initiatives of the organization. Bachelor's degree required. Knowledge of inventory management and principles and computer inventory control systems required. Knowledge of blood center products required. Eight years of related experience required. To include: Five years supervisory experience. Click here to apply.

Executive Director of Coffee Memorial Blood Center (Amarillo, Texas). Coffee Memorial Blood Center is seeking a "community spirited" professional to LEAD its Amarillo team in fulfilling the mission to recruit blood

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POSITIONS (continued from page 8)

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 Coffee Memorial Blood Center in the local community. He/She will act as a liaison between Coffee Memorial Blood Center 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: https://www.thegiftoflife.org.

Phlebotomy Manager (Tempe, AZ). Vitalant is a nonprofit organization that collects blood from volunteer donors and provides blood, blood products and services across the United States. Under limited direction, this position is responsible for managing the daily operational activities of the collections department, drawing centers and/or mobile teams. Implements assigned policies, projects, and goals towards the successful achievement of total collection goals. This position is responsible for management of other professional and administrative staff. Bachelor's degree in a directly related field (e.g., Medical Technology, relevant hard science, business) required. Three years relevant experience required. Two years supervisory experience required (healthcare-related preferred). OR: High school graduate GED required. Seven years directly related healthcare supervisory experience required. Please click here to apply.

Innovation and Product Development Manager. Stanford Blood Center (SBC) is seeking an Innovation and Product Development Manager. Under the general direction of the CEO and Medical Directors, the SBC Innovation and Product Development Manager will provide scientific direction to the Innovation team and serve as a core resource to all diagnostic laboratories for diagnostic assay development and improvement, and technology assessment, while providing leadership and management for the Innovation team, to ensure the ongoing vitality, expansion, and innovation of the labs. Will work effectively with all Medical Directors to define research and development priorities, assess the diagnostic operational needs, and new diagnostic opportunities, allocate resources and ensure the successful conclusion of projects. Core duties include Laboratory Operations, Planning, Scientific Leadership, Quality Assurance & Regulatory Compliance, Team Leadership, Financial Management, Customer Service. For a complete job description and to apply, please visit: https://careers.stanfordhealthcare.org/us/en, and reference job # R213807. Thank you for your interest!

Bring your talent and expertise to the beautiful sunny state of Florida in one of these exciting opportunities with OneBlood: **Compatibility Testing Lab Supervisor (Tallahassee, FL - $7.5k Bonus Eligible).** 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. **Medical Technologist (Tallahassee and Ft. Lauderdale, 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. **Registered Nurse (Ft. Lauderdale, FL - $7.5k 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. OneBlood offers competitive 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.

Manager of Donor Recruitment. The Manager of Donor Recruitment will be responsible for overseeing all Donor Recruitment and Telerecruitment staff. They will be expected to take initiative to come up with fresh ideas and be able to successfully implement them utilizing both teams. The Manager of Donor Recruitment will work fluidly with the Mobile Collections department to ensure mobile drive success and maximize blood collection. In addition, they will work routinely with the Director of Communications to plan events and coordinate donor incentives. The Manager of Donor Recruitment will be expected to support the Donor Recruiters in managing their large client accounts, and in some cases may manage special client accounts. Requirements include a bachelor's degree in Business or related field, supervisory experience, and account management experience. Anyone interested can send their resume to Katy Stout at kstout@medicblood.org.

Manager of Mobile Collections. The Manager of Mobile Collections will be responsible for overseeing all of

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POSITIONS (continued from page 9)

the Mobile Collections staff and operations. Primary functions will include ensuring all equipment is prepared and ready for use, confirm adequate staffing levels for all mobile blood drives, and provide support to the team where needed daily. They will be required to work fluidly with the Manager of Donor Recruitment to ensure mobile blood drive success and maximize blood collection. Requirements include a High School Diploma or equivalent, supervisory experience, clinical experience, and BLS certification. Anyone interested can send their resume to Katy Stout at kstout@medicblood.org.

Director Cellular Life Solutions (CLS). Reporting to the Chief Medical Officer, this position is responsible for effectively developing and managing all operational, quality management and business development aspects of cellular and gene therapy activities at The Blood Center. This includes operational and quality management of Cellular Life Solutions' Medical Apheresis Center, which collects peripheral blood stem cells, as well as a variety of allogeneic and autologous cells for clinical treatment and research. Responsibilities: Develop and implement strategic goals and operations for Cellular Life Solutions' products and services. Direct supervision of CLS and staff, and ensuring staff is properly trained to perform duties adequately and maintain staffing levels. Cultivate and maintain a high-profile relationship with NMDP, accrediting agencies and institutions and related professional organizations (such as AABB, America's Blood Centers, American Society for Apheresis, Standards Coordinating Body, Blood Centers of America, Be The Match Biotherapies); including other state and regional Donor Centers, Blood Centers, academic and research hospitals, and laboratories within and outside our region. Bachelor's degree from an accredited college or university; business, medical science or related field is preferred, with a minimum of five years of previous job-related experience or training to include management experience in a regulated environment. Please click here to view the full job description and apply.