



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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

2021 #21

June 11, 2021

## INSIDE:

CBER Updates 2021 Guidance Agenda.....	2
ADRP Resources for World Blood Donor Day	3
June ABC <i>Blood Bulletin</i> Now Available.....	3
2021 ABC Summer Meeting.....	3
WORD IN WASHINGTON .....	4
MEMBER NEWS.....	4
GLOBAL NEWS .....	5
COMPANY NEWS .....	5
Upcoming ABC Webinars – Don't Miss Out!.....	6
CALENDAR.....	7
POSITIONS.....	7

## Blood Community Issues Joint Statement Urging Nation to Give Blood Ahead of World Blood Donor Day

America's Blood Centers (ABC), AABB, and the American Red Cross [issued](#) a joint statement on June 11th urging eligible individuals to donate blood. The national blood community recognized that, “[b]lood donations are critically needed now and throughout the summer to ensure availability of all blood types for patients in need. While summer can often be a challenging season for blood donations, blood collection organizations are facing a unique and concerning set of challenges this June. As the nation resumes some level of normalcy with progress in our battle against the pandemic, hospital need for blood is increasing. The majority of hospitals have resumed nonessential surgeries and patients throughout the U.S. are resuming treatment options that include the use of blood and blood components that were postponed during the past year.”

The organizations encouraged eligible individuals “to make an appointment to donate blood now and throughout the summer. Doing so is essential to the availability of the nation’s blood supply.” The statement also explained that “[t]his month, the blood community celebrates World Blood Donor Day on June 14 and recognizes World Sickle Cell Awareness Day on June 19 by thanking all current and future blood donors for their altruism and encouraging eligible individuals to make a commitment to schedule appointments to donate throughout the summer. There is no substitute for blood or blood components which are a vital part of treatment options for the millions of individuals who require blood transfusions each year, including the more than 100,000 people suffering from sickle cell disease in the U.S. Blood donors are needed on a regular basis to continuously replenish the U.S. blood supply. Blood donation remains a safe way that eligible individuals can help save lives. Individuals who have received a COVID-19 vaccine currently authorized in the U.S...are able to donate blood and platelets as long as they are symptom-free and feeling well at the time of donation...Throughout the pandemic, blood collection organization have adapted their safety protocols to align with CDC guidance to ensure the safest possible experience for donors and staff. Right now, blood collection organizations across the nation need the support and generosity of blood donors to help save lives.”

A PDF [version](#) of the statement is available on 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. Please contact [us](#) with any questions.

(Source: America's Blood Centers, AABB, American Red Cross, [Joint Statement](#), 6/11/21) ♦

## 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. The most recent update includes a notation on the Zika guidance that "[w]e are no longer pursuing this guidance. We issued an informational document regarding the risk of Zika virus transmission by blood and blood components and withdrew the July 2018 guidance in May 2021). Blood and blood components topics remain the same otherwise and are listed below:

- Compliance Policy Regarding Donation Suitability Requirements; Draft Guidance for Industry;
- 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 (*FDA is no longer pursuing this guidance. The agency issued an informational document regarding the risk of Zika virus transmission by blood and blood components and withdrew the July 2018 guidance in May 2021*).

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](#), 6/9/21) 💧

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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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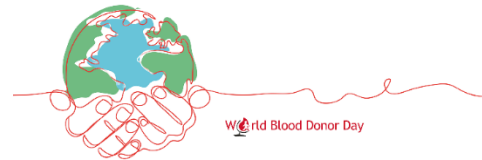
## INSIDE ABC

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

### ADRP Resources for World Blood Donor Day

ADRP, an International Division of America's Blood Centers, has developed [several resources](#) for blood centers to use during their World Blood Donor Day (WBDD) activities. These resources include:

- WBDD mosaic [video](#) (which can be customized [here](#));
- social media [assets](#);
- two recently released videos, one in English and one in Spanish, titled, "[Your Community is Counting on You](#);"
- a Facebook 2021 Social Media [Toolkit](#); and
- Global Blood Fund has [produced](#) a series of music videos based on the Pete Townshend song, "Give Blood."



Italy is this year's host nation, and the theme is "Give Blood and Keep the World Beating." You can find events and resources from Italy in celebration of WBDD [here](#).

### June ABC Blood Bulletin Now Available

ABC's Scientific, Medical, and Technical (SMT) Publications Committee has published the June 2021 Issue of the [Blood Bulletin](#), titled "Transfusing O-Negative Blood: Good Stewardship of a Precious Resource." The article was written by Chris Gresens, MD, Senior Chief Medical Officer, Mountain & West Divisions at Vitalant, Nanci Fredrich, RN, BSN, MM, Transfusion Safety & Blood Management Officer for Versiti, Richard Gammon, MD, Medical Director at OneBlood, and Nancy Van Buren, MD, Medical Director at Innovative Blood Resources, a division of New York Blood Center. The [Blood Bulletin](#) is reviewed and edited by ABC's SMT Publications Committee. ABC publishes the *Blood Bulletin* for use by member blood centers in their educational programs as a value-added service for hospital customers. Current and previous issues can be accessed at any time on the ABC member [portal](#). Please contact [Member Services](#) for trouble accessing the publication.

*\*\*Please note: The MS Word version may not display properly for users with older versions of MS Word. For those individuals, we recommend viewing and using the PDF version of this publication instead.\*\**

(Source: MCN 21-045, 6/11/21)

### 2021 ABC Summer Meeting Will Be In-Person

America's Blood Centers (ABC) announced that the [2021 Medical Directors Workshop and Summer Summit](#) will take place in-person in Cleveland, Ohio August 4<sup>th</sup>-6<sup>th</sup>. ABC is working with its event location partner to ensure the safety and well-being of all attendees is prioritized in accordance with local, state, and national guidelines. Additionally, understanding that travel may not be possible for all, ABC is evaluating options to maximize participation. Secure hotel reservations [now](#). Registration will open the week of June 14<sup>th</sup>. More information and updates will be provided as it becomes available. 💧



## WORD IN WASHINGTON

A provision allowing blood transport vehicles to use HOV lanes has been included in both the [House](#) and [Senate](#) surface transportation reauthorization legislation. America's Blood Centers (ABC) has been notified that the provision has bipartisan support. The provision states, "Blood Transport Vehicles — The public authority may allow blood transport vehicles that are transporting blood between a collection point and a hospital or storage center to use the HOV facility if the public authority establishes requirements for clearly identifying such vehicles." ABC, AABB, and the American Red Cross previously sent letters to members of Congress requesting "support and leadership to allow vehicles transporting life-saving blood and blood components to access HOV/carpool lanes." The April 21<sup>st</sup> letters were addressed to the Senate Committee on Environment and Public Works Chair Sen. Tom Carper (D-Del.), Ranking Member Sen. Shelley Moore Capito (R-W.V.), Senate Subcommittee on Transportation and Infrastructure Chair Sen. Ben Cardin (D-M.D.), Ranking Member Kevin Cramer (R-N.D.), House Committee on Transportation and Infrastructure Chair Rep. Peter DeFazio (D-Ore.), Ranking Member Rep. Sam Graves (R-M.O.), House Subcommittee on Highways and Transit Chair Rep. Eleanor Holmes Norton (D-D.C.), and Ranking Member Rep. Rodney Davis (R-Ill.). The blood community explained in the letters that "[b]lood center vehicles with access to the HOV lanes will be transporting blood to laboratories for processing or to hospitals to meet patients' needs. Particularly in times of an [expedited] order from hospitals, time is of the essence. Having access to HOV lanes will reduce the current transport time between destinations, maximizing the availability of these life-saving therapies." The letters described challenges that can be faced in transporting blood products such as "high volume traffic, construction, or possible accidents [which] may clog the roads and surface streets, preventing needed blood and blood components from reaching their destination in a timely manner."

(Sources: House [Bill](#), 6/7/21; Senate [Bill](#), 6/7/21; Senate HOV [Letter](#), 4/21/21; House HOV [Letter](#), 4/21/21)



## MEMBER NEWS

**San Diego Blood Bank** recently [held](#) its 5<sup>th</sup> Annual Padres Summer Blood Drive presented by Sycuan Casino Resort. It resulted in the collection of more than 400 units. "We are so grateful to the Padres and Sycuan Casino Resort for partnering with us to make the drive happen again this year," said San Diego Blood Bank Chief Executive Officer David Wellis, PhD. "As we are facing



a national blood shortage, this couldn't have come at a better time. Padres Summer Blood Drive is literally a lifesaver for local hospital patients." Sycuan Casino Resort also donated \$15,000 to San Diego Blood Bank to support a new facility in Liberty Station.

(Source: San Diego Blood Bank [News Release](#), 6/2/21)





## GLOBAL NEWS

**Orion Corp. and the Finnish Red Cross Blood Service are [partnering](#) on the development of chimeric antigen receptor (CAR) T-cell cancer therapies.** “Targeted immunotherapy has opened up entirely new possibilities for the treatment of cancer, and it is important to advance this development in Finland, too,” said Finnish Red Cross Blood Service Senior Medical Officer Matti Korhonen in the [news release](#). “I also believe that as a result of the development work, more and more patients will be able to benefit from this effective treatment.” Orion Corp. specializes in the research and development of novel drugs to treat cancer and has expanded its research efforts to include immune-oncology therapies, while cell research is an important part of the ongoing work of the Finnish Red Cross Blood Service.

(Source: Orion Corp. [News Release](#), 6/8/21)

**The South African National Blood Service (SANBS) recently [“unveiled”](#) a new facility that will be a “journey of blood” laboratory.** “This first-of-its-kind ‘journey of blood’ destination cent[er] highlights the operating philosophy at SANBS which is underpinned by a focus on long-term sustainability, risk mitigation and a values-based culture cent[er]ed on donors, staff and patients,” said SANBS Chief Executive Officer Ravi Reddy to *News24*. The facility is designed to give donors a glimpse of the processing and testing of blood products without physically entering the laboratory space. He added, “[t]he launch of this laboratory highlights our continuous dedication to be sustainable innovators in the industry through our facilities that will benefit our staff, donors, and visitors who will come and ‘walk the journey of blood.’”



(Source: *News24*, [SANBS introduces world's first 'journey of blood' lab in KZN](#), 6/4/21) 💧

## COMPANY NEWS

**Terumo Blood and Cell Technologies** is joining the Process Analytical Technology (PAT) Consortium according to a recent [announcement](#). The consortium aims to “increase process efficiency, consistency, and quality while potentially lowering overall costs of cell and gene therapies.” PAT is the largest global cell and gene therapy consortium and is led by an independent center for excellence, Cell and Gene Therapy Catapult, which initially formed to advance the United Kingdom (UK) cell and gene therapy sector. The consortium “selected Terumo Blood and Cell Technologies because of previous collaborations evaluating the company’s automated cell expansion platform, known as the Quantum® Cell Expansion System, in several applications that included culture of induced pluripotent stem cells (iPSC) and the manufacture of viral vectors. The Cell and Gene Therapy Catapult are currently working in collaboration with Terumo Blood and Cell Technologies to develop a suspension cell expansion protocol relevant to the PAT Consortium project,” stated the news release. Terumo Blood and Cell Technologies General Manager of Cell Therapy Technologies Delara Motlagh added in the company news release, “[t]he cell and gene therapy sector has seen increasing clinical, therapeutic, and commercial successes. For this to continue, we need increased collaboration between a range of sector organizations to overcome current industry challenges, including process development. By joining the PAT Consortium, we will contribute, share, and acquire a

(continued on page 6)



COMPANY NEWS (continued from page 5)

broad range of expertise that will have a direct impact on the delivery of therapies to a broader number of patients.” The company intends to resume the trials as soon as possible.

(Source: Terumo Blood and Cell Technologies [New Release](#), 6/8/21)

**bluebird bio, Inc.** [announced](#) on June 7<sup>th</sup> that the U.S. Food and Drug Administration (FDA) removed the clinical hold on the clinical trials for its investigational sickle cell disease therapy and beta-thalassemia candidates. “Patient safety continues to be our utmost priority, and we are grateful for the close partnership with the FDA, investigators, scientists, and most importantly, patients, who all contributed to the assessments of the adverse events in HGB-206 that ultimately led to today’s announcement,” said Andrew Obenshain, president of Severe Genetic Diseases at bluebird bio, in the news release. “As pioneers in gene therapy, we remain committed to advancing the field through our learnings. Over the past four months, we have gained deeper knowledge and understanding of the pathophysiology of sickle cell disease that will allow us to better serve patients and the broader community. We look forward to resuming our clinical programs and continuing to advance toward major regulatory submissions for sickle cell disease and beta-thalassemia.” The trials had been temporarily [paused](#) earlier this year due to reports of a “Suspected Unexpected Serious Adverse Reaction (SUSAR) of acute myeloid leukemia” in a trial participant treated with the therapy (HGB-206) and “a second SUSAR of myelodysplastic syndrome in a participant.” After further investigation, the company [announced](#) in April that “[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.”

(Source: bluebird bio, Inc. [News Release](#), 6/7/21)

**Valneva SE** has finished enrollment in a phase III clinical trial of its chikungunya vaccine candidate. According to a company [news release](#), “410 participants aged 18 to 45 years have been randomized in the Phase III trial VLA1553-302 and will be followed for a total of six months. The objective of the trial is to show manufacturing consistency of the vaccine by demonstrating that three consecutively manufactured lots elicit equivalent immune responses measured by neutralizing antibody titers on Day 29 after vaccination. Valneva SE Chief Medical Officer Juan Carlos Jaramillo added in the news release, “[w]e are pleased to have reached this new recruitment milestone. We’ve now enrolled all participants for both our pivotal Phase 3 trial and lot-to-lot consistency trial so our VLA1553 program is progressing extremely well. Chikungunya virus is a major, growing public health threat and we are looking forward to our top line data this summer.” Another phase III is ongoing and completed enrollment April.

(Source: Valneva SE [News Release](#), 6/10/21) 💧



**Upcoming ABC Webinars – Don’t Miss Out!**

- **ABC SMT Journal Club Webinar** – July 26<sup>th</sup> from 3 – 4 p.m. (EDT). More details coming soon.
- **ADRP Webinar: You Can Be The Difference** – June 22<sup>nd</sup> from 1 – 2 p.m. (EDT) [Register](#) today.
- **ABC QA Education Webinar: What Worked? What Didn’t? Doing Business in a different Way During the Pandemic** – July 20<sup>th</sup> from 3 – 4:30 p.m. (EDT). More details coming soon.



## 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](mailto:newsletter@americasblood.org) or by fax to (202) 899-2621. (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)

### 2021

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. **4<sup>th</sup> European Conference on Donor Health and Management, Hamburg, Germany.** Registration is [open](#). More details available [here](#).

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

Oct. 17-19. **AABB Annual Meeting (Virtual).** More details available [here](#).

Nov. 3-4. **The Biomedical Advanced Research and Development Authority (BARDA) Industry Day (Virtual).** More details available [here](#). ♦

## CLASSIFIED ADVERTISING

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

## POSITIONS

**VP/Chief Medical Officer.** LifeStream Blood Bank, located in San Bernardino, California, is seeking a VP/Chief Medical Officer to provide leadership and direction for the medical programs needed to support the organization. This includes all laboratories, product management, hospital relations, donor collections, therapeutic and clinical services, clinical research, donor counseling, national marrow programs and quality departments. LifeStream distributes approximately 130,000 Red Cells and 30,000 Platelets to 80 hospitals in southern California. LifeStream has a vibrant and growing therapeutic apheresis program, active cellular collections program and a strong reference laboratory. This position reports to the President/CEO, is a member of the executive team and has administrative responsibility for the Reference Laboratory and an Assistant Medical Director.

Qualifications for this position include a minimum of five years medical director leadership at a blood center or hospital based transfusion medicine practice, California medical license eligibility, Board Certification in Clinical Pathology or other relevant medical specialty and Board Certification in Transfusion Medicine. The compensation package includes a strong competitive salary and best in class benefits including 100% employer paid family medical and dental insurance. Interested candidates are encouraged to send their resume/CV to Judy Taylor, Director, Human Resources at [taylorju@LStream.org](mailto:taylorju@LStream.org).

**Outside Sales Representative/Event Planner (Lawton, Okla.).** Outside sales representatives must develop new

(continued on page 8)

**POSITIONS** (continued from page 7)

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 (Tulsa, 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 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/>.

**Executive Director - 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 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:

(continued on page 9)



**POSITIONS** (continued from page 8)

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>.

**Technical Manager.** LifeSouth Community Blood Centers is currently seeking a skilled individual for a Technical Manager position in Gainesville, FL. This position is responsible for managing production through subordinate coordinators and staff. The selected candidate will also be fully accountable for costs, methods, personnel, quality, inventory and distribution within the Components Laboratory and Hospital Services departments. Bachelor's degree in a science related field required. Certified Medical Laboratory Technician (MLT) with experience in transfusion services required. Medical Technologist (MT) license preferred. Previous management experience preferred. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. VEVRAA Federal Contractor. Click [here](#) to apply.

**Donor Resources Manager.** Assists to oversee and manage the Recruitment Department staff in order to align production opportunities with need. This position is responsible for assisting with maintaining the Donor Recruitment calendar drives and staff to ensure all are aligned with organizational goals and efficiencies. This position works with the Donor Relations Representatives and the Donor Recruiters to supervise the planning and logistics of blood drives in order to facilitate goal-making aligned with inventory and usage projections. Candidate is responsible for supporting the growth and goals of the company and the Donor Resources Department by having an expert knowledge of HemaTerra in order to lead in the continued integration and usage of the HemaConnect donor recruitment software for The Blood Connection employees and blood drive coordinators by providing effective training and superior customer service. Minimum Qualifications: Bachelor's Degree or three plus years of blood banking experience or three plus years of proven outside sales experience in a service-related industry. Outside sales, marketing, or customer service experience required. Valid Driver's License with no major infractions and dependable transportation. Ability to communicate effectively, tactfully, and courteously to patrons, donors, sponsors, and co-workers Please complete your application online at: [www.thebloodconnection.org](http://www.thebloodconnection.org).

**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 a bachelor's degree. To view the complete job posting and apply, please click [here](#). Interested candidates can also contact Elana Greenfield at: [egreenfield1@mg.harvard.edu](mailto:egreenfield1@mg.harvard.edu). 📧