

2022 #6

February 11, 2022

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ABC Announces 2022 Advocacy Agenda

America's Blood Centers (ABC) in consultation with its Board of Directors, Policy Council, and input from member blood centers has published its [2022 Advocacy Agenda](#). The federal legislative and regulatory priorities that are most important to independent community blood centers are reflected within the ABC Advocacy Agenda which also includes clearly defined legislative and regulatory solutions that will guide the work of the association on behalf of its member blood centers.

Through the 2022 Advocacy Agenda, ABC continues to urge the Administration, Congress, and industry stakeholders to promote the value of blood components to patients, communities, and the healthcare system by:

- streamlining product licensure to allow blood centers to meet the changing blood collection environment. The current burdensome administrative process should be modernized as the number of blood donation sites nationwide increases to meet supply demands;
- expanding the pool of eligible blood donors and available blood by finalizing temporary changes to donor eligibility criteria and administrative regulations. The U.S. Food and Drug Administration (FDA) must act to ensure these changes are made permanent beyond the public health emergency;
- ensuring blood centers are part of pandemic response and future disaster preparedness. Blood centers must be explicitly recognized in legislation that addresses issues in the healthcare workforce to remedy the current and future supply chain issues relating to the pandemic. Future pandemic or disaster preparedness plans should also provide unique consideration to blood centers.

Other goals of the 2022 Advocacy Agenda include:

(continued on page 2)



2022 ABC Advocacy Agenda Published (continued from page 1)

- supporting a robust base of eligible donors by prioritizing blood donation as a national imperative through targeted federal initiatives to support diversity and funding research on the predictive social and psychological factors that potentially influence donor motivation to assist in retention efforts to ensure the long-term sustainability of the U.S. blood supply;
- committing federal resources to support the vital role of blood in the U.S. healthcare system through funding mechanisms to facilitate implementation of safety and technological measures mandated by FDA; expanding the availability blood components to patients at the end of life by modifying hospice reimbursement rates to reflect the added cost of providing blood components; and supporting the establishment of new reimbursement methodology for transfusing prehospital blood products; and
- reducing any unnecessary and burdensome regulations that stifle innovation and inhibit blood product availability. The FDA should apply evidence-based decision making to testing requirements; advocating for FDA approval of extending the shelf life of cold stored platelets; review the current policy on the acceptance of international data for use in the approval of new products and technologies; establish donor policies which promote inclusivity with research-based donor-screening alternatives based on individual behavior; lower the U.S. Platelet Content Requirement (PCR) to expand the supply and availability of platelets; and implement a rational, flexible approach to the regulation of plasma products.

2022 Virtual Advocacy Day. Additionally, ABC will take the priorities outlined in the 2022 ABC Advocacy Agenda to Congress during the upcoming [Virtual Advocacy Day](#) on March 16th, 2022. We encourage all members to take part in these virtual visits with members of Congress and their staff capitalizing on the opportunity to educate Capitol Hill on the work you do daily to ensure a safe and available blood supply. [Registration](#) is open. A PDF version of the 2022 ABC Advocacy Agenda is [available](#) on the ABC website. ABC thanks its members and partners who have and continue to help advance the priorities and work of independent community blood centers. Please [contact](#) ABC Senior Director of Federal Government Affairs Diane Calmus, JD for questions or additional information.

(Source: MCN 22-022, 2/10/22) 💧



Technical & Quality Workshop
Featuring Inventory Management, Component Manufacturing, Laboratory Operations, and Quality Systems.
April 4-7, 2022
Louisville, KY



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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 health care 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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REGULATORY NEWS

The Centers for Medicare & Medicaid Services (CMS) recently [issued](#) a reimbursement rate and a billing code to allow for the use of COVID-19 convalescent plasma (CCP) in the outpatient setting. The code is effective for CCP administered in the outpatient setting on or after December 28th, 2021, the date that the U.S. Food and Drug Administration (FDA) published the updated [emergency use authorization](#) (EUA) for CCP. The HCPCS code is “C9507,” and the payment rate is \$750.50. America’s Blood Centers (ABC) will continue outreach to CMS to ask that the long descriptor be revised to allow for freezing of CCP within 24 hours of collection rather than the eight hours currently specified in the long descriptor. ABC previously joined the Association for the Advancement of Blood and Biotherapies (AABB), and the American Red Cross in [submitting](#) a joint letter to CMS requesting updated coverage and reimbursement policies for CCP. Please [contact](#) ABC Senior Director of Federal Government Affairs Diane Calmus, JD for questions or additional information.

(Source: CMS [Announcement](#), 2/10/22)

The U.S. Food and Drug Administration (FDA) has [resumed](#) conducting domestic surveillance inspections as of February 7th. In an announcement on February 4th, the agency stated that the previous pause on domestic inspections across all commodities had been lifted due to the “[decline](#) in COVID-19 cases across the country. In late Dec. 2021, the agency had previously [announced](#) temporary changes to its inspectional activities to ensure the safety of its employees and those of the firms it regulates as the agency further adapts to the evolving COVID-19 pandemic and the spread of the omicron variant.”

(Source: FDA [Announcement](#), 2/4/22)

The FDA recently announced the [approval](#) of the first treatment for cold agglutinin disease (CAD) for use in patients. According to the agency news release, “Enjaymo™ (sutimlimab-jome) infusion decrease[s] the need for red blood cell transfusion due to hemolysis (red blood cell destruction) in adults with CAD.” FDA based its decision on the effectiveness of the treatment in a [study](#) of 24 adults who had received a blood transfusion in the past six months. According to the agency, “54 percent of participants responded to Enjaymo™. The response was defined in the study as:

- an increase in hemoglobin (an indirect measurement of the amount of red blood cells that are not destroyed) of 2 g/dL or greater (or to 12 g/dL or greater), and
- no red blood cell transfusions after the first five weeks of treatment; and no other therapies for CAD as defined in the study.

CAD is an autoimmune disorder characterized by red blood cell destruction, which leads to anemia (a decreased number of red blood cells) and cold-induced circulatory symptoms, such as pain and discoloration of fingers or toes.”

(Source: FDA [Announcement](#), 2/4/22) 💧

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!

RESEARCH IN BRIEF

Ferritin Testing has Consequences to Donor Return and the Blood Supply. A study in *Vox Sanguinis* emphasized that “[s]ince the majority of the whole blood (WB) units provided in Canada come from repeat donors, it is important to understand the impact of donor ferritin testing, extended inter-donation interval (IDI), and donor behavior, following a low ferritin result, on blood availability.” The researcher “[i]n this study, [used a] simulation [to] assess the impact on WB collections of ferritin testing for repeat donors found to have a ferritin level below 26 µg/L [and adopted] a discrete event simulation [model].” In the extended inter-donation interval (IDI) scenario “[d]onors with acceptable ferritin levels (≥ 26 µg/L) [could] donate again after either 56 days, if male, or 84 days, if female...Donors with a low or very low ferritin level (<26 µg/L and <12 µg/L) [were] deferred for six-month[s].” The model showed that “[o]verall, donations will decline by 3.1 percent.” Three scenarios were studied to examine low ferritin influences on donor behavior. Scenario A determined that “[i]f only donor retention changes following a low ferritin test result, a decrease in collections of 9.5 percent [would occur]...In this scenario, it is expected that [an increase of 36 percent] new donors would need to be recruited to maintain the donor pool size over the current case.” Scenario B found that “[i]f only donation frequency changes following a low ferritin test, a decrease in donations of 19.2 percent [would occur]...This is a decrease of [1.1 percent] new donors in comparison to the [current case].” Scenario C determined that “[w]hen both donor retention and donation frequency change after a low ferritin test, a decrease in collections of 17.0 percent [would occur]...[A]n increase of 28.6 percent [new donors were recruited] over the current case.” The researchers explained that “[s]upplementing hemoglobin-based donor qualification with ferritin testing will decrease the number of blood units that may be drawn...Of greater impact is the impact of ferritin test results on individual behavior.” The authors “conclude[d] that programs to manage donor behavior must be deployed along with ferritin testing...Thus, blood agencies must proactively manage their donor base to ensure that individuals’ iron stores are not depleted through blood donation activities and that, if low iron stores are detected, donors are motivated to modify their lifestyle and, when healthy, return to the donor pool.”

Citation: Blake, J.T., O’Brien, S.F., Goldman, M. [The impact of donor ferritin testing on blood availability in Canada.](#) *Vox Sang.* 2022

Contributed by Richard Gammon, MD, Medical Director at OneBlood

Babesia Testing in U.S. Endemic Areas. Babesiosis is an infection caused by the tick-borne *Babesia* parasite. Researchers at the American Red Cross (ARC) recently published data in *Transfusion* on their experience since implementing nucleic acid testing (NAT) for *Babesia* in May 2020 for blood collected in the states and territories identified in the U.S. Food and Drug Administration’s (FDA) 2019 [guidance](#), which recommends “regional, year-round testing using a licensed NAT for *Babesia*, or use of an FDA approved pathogen reduction device, in the highest risk states.” Over the course of 13 months, more than 1.8 million donations were collected and tested, in the aforementioned areas, for *Babesia* and “identified 365 reactive donations corresponding to 365 donors...only three false positives” were reported. “The majority (355, 97 percent) were confirmed reactive based on a transcription-mediated amplification (TMA) test [with a] repeat reactive (RR) result (330) or a TMA initial reactive (IR) result associated with an antibody-positive result (20) of the index donation. Five additional donations were confirmed reactive based on testing of follow-up samples (4 TMA RR/antibody positive; 1 TMA IR/antibody negative). Ten donations tested TMA IR and antibody-negative at index; seven were considered unconfirmed because a follow-up sample was not provided.” The researchers explained that “[s]ince the implementation of *Babesia* testing in endemic areas (May 2020), no transfusion-transmitted babesiosis (TTB) cases were reported to the ARC. In contrast, there were 143 cases investigated, and 81 positive donors identified confirming a suspect case from 2010 to 2020 (prior to licensed test implementation).” They concluded that “[b]ased on the results of the ARC’s first 13 months of *Babesia* testing, this approach has been successful. Since implementation, the ARC did not receive any reports of suspected cases of TTB for the first time in over 20 years. Before then,

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RESEARCH IN BRIEF (continued from page 4)

the ARC investigated an average of 18 cases per year and identified positive donors in more than half of the cases.” They acknowledged limitations of the study being that it is a “regional screening model” that will not identify cases of TTB due to travelers to endemic areas who return to non-endemic areas to donate, and it may miss infections occurring in areas where the testing has not been implemented. However, so far, it has provided an effective method of ensuring safety from TTB. Further monitoring of TTB cases will confirm the current strategy’s ongoing effectiveness.”

Citation: Tonnetti, L., Dodd, R.Y., Foster, G., and Stramer, S.L. [Babesia blood testing: the first-year experience](#). *Transfusion*. 2022. ♦

PEOPLE

Wendy Trivisonno has been [named](#) full-time Chief Executive Officer (CEO) of the National Blood Testing Cooperative (NBTC). She had been serving in the CEO role on a part-time basis since 2018. According to a NBTC news release, her full-time role begins on May 1st at which time she will “step down from her role with the National Blood Collaborative (NBC) where she has served as president since 2016. “It is with immense excitement that I accept this full-time position at NBTC and appreciate the board of directors’ support in this decision,” said Ms. Trivisonno in the news release. “I look forward to working as a partner with innovative community blood centers across the nation. Unfortunately, this means leaving the NBC, but I know NBC has a great future ahead of them. I will miss leading this outstanding organization that is focused on implementing strategic initiatives that benefit the eight owner members.” Ms. Trivisonno has more than 30 years of blood banking experience including senior executive roles at Blood Centers of America, Inc. where she worked for 23 years. “We are absolutely thrilled to have Wendy take over the reigns as full-time CEO and know she will do so much for NBTC and our owners in her new role,” said Stacy Sime, president and CEO of LifeServe Blood Center and chair of the Board of NBTC, in the news release. “Wendy’s commitment and dedication to the blood banking industry is unmatched, and we couldn’t have asked for a better person to lead NBTC. We believe her strong leadership experience will continue to spark our membership growth and help advance testing services for local blood centers. The entire board and I congratulate Wendy on her achievements and look forward to continuing our work with her.”

(Source: NBTC [News Release](#), 2/7/22) ♦

Upcoming ABC Webinars – Do Not Miss Out!

- **Paid Donors-Platelet and Cellular Therapy Blood Center Perspectives Webinar** – February 15th from 3-4:30 PM ET. More information including a link to join the event is available to ABC Members in MCN 22-018. Contact [us](#) with questions or to receive a copy of the MCN.
- **SMT Journal Club Webinar** – March 29th from 3-4 PM ET. More information coming soon.





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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.

Paid Donors-Platelet and Cellular Therapy Blood Center Perspectives Webinar on February 15th

The next America's Blood Centers (ABC) QA Education webinar will take place on February 15th. The webinar titled "Paid Donors-Platelet and Cellular Therapy Blood Center Perspectives" will feature two speakers:

- Kevin Belanger, DHA, MS, MT(ASCP)SBB (President and Chief Executive Officer of Sheppard Community Blood Center); and
- Jennifer L. Chain, PhD (Director of Research & Development at Oklahoma Blood Institute).

P.A.C.E. credits are being offered and the webinar will be recorded. Additional information including a link to the join the webinar is available to ABC Members in MCN 22-018. Contact [us](#) with questions or to receive a copy of the MCN.

(Source: MCN 22-018, 2/2/22)

Register for the ABC Technical and Quality Workshop

[Registration](#) is now open for the 2022 ABC Technical and Quality Workshop in Louisville, Ky. Secure your hotel room now to receive the group [rate](#). The workshop will take place April 5th-7th and will be held in conjunction with the Blood Centers of America, Inc. (BCA) IRL workshop April 4th-5th (which will be open to all attendees including non-BCA members). A preliminary program is [available](#) and the workshop will include blood component updates, inventory management strategies, staff training/competency assessment challenges, work from home strategies, supply chain issues, process improvement case studies, risk-based decision making, cybersecurity, and blood industry hot topics. Many sessions will feature roundtable discussions. Please contact ABC Director of Quality and Regulatory Services [Toni Mattoch, M.A., MT\(ASCP\), SH, SBB](#) with questions.

(Source: MCN 22-017, 1/28/22)

Register for the 60th ABC Annual Meeting

[Register](#) today for the [60th ABC Annual Meeting](#) and 25th Annual *Awards of Excellence*. These events will take place March 7th-9th, 2022 at the Ritz-Carlton (Pentagon City) in Arlington, Va. The deadline to secure a discounted hotel [reservation](#) is February 11th. This year's meeting will be in-person while [Advocacy Day](#) will be held virtually on March 16th given continued visitor restrictions on Capitol Hill. This will allow each blood center to bring together multiple colleagues to connect with their members of Congress and their staff. More information will be provided to ABC members as it becomes available. The ABC Annual Meeting brings together blood center executives and national leaders to discuss advocacy and regulatory updates, the latest in science, medicine, and technical affairs, and hot topics facing the blood community. In addition, ABC is excited to share that the final day of this year's meeting will feature two in-depth training workshops focused on building tangible advocacy skills that can immediately benefit your center. The program is available [here](#). Please contact [ABC Member Services](#) with questions. ♦

BRIEFLY NOTED

The Alliance for a Strong Blood Supply [announced](#) the initial members in a news release on February 4th. The coalition formed by the Association for the Advancement of Blood & Biotherapies (AABB) includes the following other organizations:

- Alliance for Community Transfusion Services;
- America's Blood Centers;
- American College of Emergency Physicians;
- American College of Surgeons;
- ADRP, an International Division of America's Blood Centers;
- American Hospital Association;
- American Red Cross;
- American Society for Transplantation and Cellular Therapy;
- American Society of Anesthesiologists;
- American Society of Clinical Pathologists;
- American Society of Hematology;
- Association of American Medical Colleges;
- Blood Centers of America, Inc.;
- College of American Pathologists;
- Federation of American Hospitals; and
- Society for the Advancement of Patient Blood Management.

The goal of the Alliance according to its website is, “to engage the broader health care community in proactive efforts to improve the resilience of the blood supply and ensure that it continues to meet patients’ needs.”

(Source: AABB [News Release](#), 2/4/22)

A letter [published](#) in the *BMJ* urges the World Health Organization (WHO) to “reconsider” use of COVID-19 convalescent plasma (CCP) following the organization’s recommendation against using CCP as a therapy to treat patients with COVID-19. In the letter, the authors state, “[u]nfortunately, the WHO summary avoided digging below the surface to ask critical questions about treatment timing, study populations, and antibody tit[er] of the administered CCP in the reviewed randomized controlled trials (RCTs)...An unfortunate consequence of the WHO recommendation is that it discourages CCP use in low- and middle-income countries, where this safe, inexpensive intervention may be the only antiviral available. We urge WHO to revisit its recommendation by reviewing the totality and consistency of the evidence supporting benefit, taking into account the pandemic conditions and RCT design features that affected the findings from most large RCTs.”

Citation: Panteh, N., Casadevall, A., Pirofski, L., *et al.* “[A living WHO guideline on drugs for covid-19.](#)” *BMJ*. 2022. ◆

We Welcome Your Letters

The *ABC Newsletter* welcomes letters from its readers on any blood-related topic that might be of interest to ABC members. Letters should be kept relatively short and to the point, preferably about a topic that has recently been covered in the *ABC Newsletter*. Letters are subject to editing for brevity and good taste and published after editorial review. Please send letters to the Editor at newsletter@americasblood.org or fax them to (202) 899-2621. Please include your correct title and organization as well as your phone number. The deadline for letters is Wednesday to make it into the next newsletter.

CALENDAR

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

2022

Mar. 7-9. **ABC Annual Meeting, Washington, D.C.** Registration is [open](#). More information available [here](#).

Mar. 15-16. **International Plasma and Fractionation Association (IPFA) and the European Blood Alliance (EBA) Symposium on Plasma Collection and Supply, Amsterdam, the Netherlands.** Registration is [open](#). More information available [here](#).

Mar. 16. **ABC Advocacy Day (Virtual).** Registration is [open](#). More information available [here](#).

April 4-7. **ABC Technical and Quality Workshop, Louisville, Ky.** Registration is [open](#). More information available [here](#).

April 12-13. **17th Annual FDA and the Changing Paradigm for HCT/P Regulation, Cambridge Md.** Registration is [open](#). More information available [here](#).

May 10-12. **2022 ADRP Conference, Phoenix, Ariz.** Registration is [open](#). More information available [here](#).

June 4-8. **37th Annual International Congress of ISBT, Kuala Lumpur, Malaysia.** Additional details coming [soon](#).

Aug. 2-4. **ABC Summer Summit and Medical Directors Workshop, Minneapolis, Minn.** More information coming [soon](#).

Sept. 21-22. **28th IPFA/ Paul-Ehrlich-Institut[e] (PEI) International Workshop, Porto, Portugal.** Additional details coming soon.

2023

Mar. 6-8. **ABC Annual Meeting, Washington, D.C.** More information coming soon.

May 9-11. **2023 ADRP Conference.** More information coming soon. 💧

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

Assistant Medical Director (Assistant Professor) (Bloodworks Northwest; Seattle, Wash.). The University of Washington, Department of Laboratory Medicine and Pathology and Bloodworks Northwest is accepting applications for Assistant Medical Director (Assistant Professor). The Assistant Medical Director will provide assistance to the Medical Director in coverage of Immunohematology Reference Laboratory, Red Cell genomics, Transfusion Service and Donor Testing laboratories. The Assistant Medical Director will provide education and mentoring to trainees rotating to Bloodworks Northwest, participate in shared transfusion medicine didactics at UWMC, and actively assist with rotation structure and content for the Transfusion medicine

fellowship. Ability to obtain appointment in the University of Washington, School of Medicine, Department of Laboratory Medicine and Pathology at the level of Assistant Professor Without Tenure due to reason of funding, is required. University of Washington faculty engage in teaching, research, and service. This is a full-time, 12-month service position [July 1-June 30] and remains open until filled with an anticipated start date of Spring 2022, but is flexible. Candidates must have an M.D. or D.O. (or foreign equivalent) and be board-certified in Transfusion Medicine. Please apply [here](#). EO employer M/F/Vets/Disabled.

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POSITIONS (continued from page 8)

President. The National Blood Collaborative (NBC) is now interviewing for the full-time position of President. This position is responsible for directing and controlling the planning, development and implementation of sales strategies, marketing communications and public relations functions as well as obtaining new customers for blood products and related cellular materials. Position will also assist members in obtaining new business when requested and will oversee development and implementation of support materials. Position will work with Board of Directors to set strategic direction and execution for the organization. This position requires a bachelor's degree in public relations, marketing, communications or related field and experience with executing reasonable NDA and non-compete agreements. National Blood Collaborative (NBC) pays a competitive starting wage and full benefits package including paid holidays, health, dental and life insurance on date of hire, paid time off after six months and an employer contributed retirement plan. If you meet the above qualifications and would like to work for a company that cares about its employees please email your resume to egolemi@theblood-center.org. Only resumes with salary histories will be considered. EOE/AEE

Business Intelligence Analyst (Blood Centers of America). Blood Centers of America (BCA) is a national cooperative comprising over 50 blood center members. BCA is seeking an individual with industry experience to serve as a Business Intelligence Analyst. Candidates should have an understanding of the technical requirements of member blood centers to assist with donor optimization, marketing implementation and business intelligence gathering. They must be able to identify and extract useful results from large amounts of data. An understanding of statistics, data management, general analytics, market research, and research experience is preferred. Professional experience with SQL is required. Experience with Arc/GIS/ArcGIS Pro ESRI is helpful. This is an in-office position based near Providence, Rhode Island. Position requires approx. 10-20% overnight travel. Submit resume to careers@bca.coop.

Regional Operations Director. LifeShare Blood Center is seeking an 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 donor recruitment and collections 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. Join us in our important mission, "connecting donors and the lives they impact!" LifeShare offers a competitive salary, commensurate with experience plus incentive bonus opportunities, as well as 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.

Specialist in Blood Banking Students. LifeSouth Community Blood Centers, Inc. is accepting applications for our accredited online SBB training program, class of 2022-2023. Please visit <https://www.lifesouth.org/specialist-in-blood-banking-certificate-program/> for eligibility, other application details, and application forms. The application period ends on April 15th, 2022. Starting date for the 12-month program is June 13, 2023. If interested, please contact Bill Martinez for additional information, gamartinez@lifesouth.org.

VP, Corporate Medical Director (Scottsdale, AZ). Vitalant is a nonprofit organization that collects blood from volunteer donors and provides blood, blood products and services across the United States. **Primary Purpose:** Under minimal direction, this position serves as the primary resource to regional and corporate physicians and Vitalant personnel for the provision of medical services, medical and technical advice pertaining to donor suitability, the preparation of blood products, and donor and recipient safety. The incumbent is responsible for the operational functions of the central office Medical Affairs Department. Requirements: MD or DO required. Thorough knowledge of the entire blood product manufacturing process, cGMPs, and all applicable regulations affecting such processes required. Licensed (or acquires license within 6 months) in the State of work required. Board Certified in Clinical Pathology, Pediatrics or Internal Medicine required. Board Certified in Blood Bank/Transfusion Medicine, Hematology, or 10 years' experience in the field of Transfusion Medicine required. Nine years' experience in the field of Transfusion Medicine required. To include: Five years at a senior management level. Experience at a blood center that collects, tests and distributes blood products for transfusion preferred. For more information or to apply, please click [here](#).

Transfusion Safety Officer. Duke Health is looking for a motivated individual to become the Transfusion Safety

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POSITIONS (continued from page 9)

Officer. The Transfusion Safety Officer will review blood transfusion practice, develop education on best practices and provide data support for transfusion champions. Duke Health is a three-hospital system with Duke University Hospital as the primary site, located in Durham and Raleigh, North Carolina. RN or MLS with three years' experience in their area required. Please click [here](#) to apply.

Registered Nurse. LifeSouth Community Blood Centers is currently seeking experienced professionals to join our team as **Registered Nurses in Gainesville, FL, and Jacksonville, FL.** This position is responsible for traveling to hospitals to perform therapeutic apheresis procedures. Nurses will only care for one patient at a time and will work alongside hospital nurses and physicians to complete procedures. Nurses will also spend time at the LifeSouth office to coordinate upcoming apheresis procedures and organize necessary documentation. Training: Do not let a lack of apheresis experience stop you from applying! No previous apheresis experience is required. If hired, you will be given sufficient on-the-job training to learn the specialized skills this position requires. Training for this position will be conducted during regular business hours. This is a full-time position. Starting salary range is \$65,000 - \$71,500 annually plus travel and on-call bonus. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. Applicants should click [here](#) to apply for the Gainesville, FL location. Applicants should click [here](#) to apply for the Jacksonville, FL location.

Blood Donor Recruiter II (Stanford Blood Center). Responsibilities: Provides donor recruitment support to the fixed site Blood Centers; greets and processes donor registrations; processes special donations orders, including autologous, directed, therapeutic, research, HLA matched and RBC phenotype-matched products. Recruits donors for specialized blood products and special donations orders. May act as primary contact and liaison for the evening staff in Telerecruitment. Qualifications: High School diploma, GED or equivalent. Two (2) years' experience in blood banking. One (1) year experience as a blood donor recruiter or as a lead. Please click [here](#) to apply.

Territory Sales Consultant (Hot Springs, Arkansas). 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 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://arkbi.org/careers/>

Territory Sales Consultant (Fort Smith, Arkansas). 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 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://arkbi.org/careers/>

Territory Sales Consultant (Little Rock, Arkansas). Outside sales representatives must develop new partnerships with targeted decision makers in community organizations, educational and religious institutions, and

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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 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://arkbi.org/careers/>.

Medical Technologist - IRL Lab. LifeSouth Community Blood Centers is currently seeking a skilled individual for a **Medical Technologist** to join our Immunohematology Reference Laboratory (IRL) in **Atlanta, GA**. This person needs to have the skills and abilities to work independently, communicate effectively, and can perform and interpret clinical laboratory tests for providing blood for a patient in need of a transfusion. This position requires extensive understanding of blood group serology, compatibility testing, and selection of blood for patients with complex serological problems. The schedule is flexible to accommodate individual and IRL staff openings. Full time (40 hours per week) can be either 8-hour or 10-hour shifts. Because this is a flexible staff position, the applicant's schedule will be set on a month-to-month basis. **This is an overnight position; third shift availability is a must.** Training: This is a fulltime position. The starting salary range is \$29.00 - \$34.80 an hour. Shift differential applies to evening and overnight hours. LifeSouth offers a competitive benefits package and great career development opportunities. Background check and drug test required. Equal Opportunity/Affirmative Action Employer/DFWP/Tobacco Free. **Applicants should apply here:** <https://lifesouth.csod.com/ux/ats/careersite/5/home/req-uisition/2605?c=lifesouth>.

Technical Services Director (R219222). Under the administrative direction of the Senior Director of Operations and technical direction of the Medical Director, the Technical Services Director is responsible for the

administrative and technical management of the Technical Services Laboratory, including: Processing (testing), Quality Control, Components (manufacturing) Laboratory, Distribution, and Operations Support. The Technical Services Director acts as the CLIA Technical Supervisor for Stanford Blood Center and delegates responsibilities to administrative and professional support personnel as appropriate. Requirements: Bachelor's degree in Biology, Biological Science, Chemistry, or Medical Technology Required. Five plus years to seven years of directly relatable laboratory experience required. Three plus years to five years of progressively responsible supervisory experience required. Click [here](#) to apply.

Testing Lab Operations Manager (R2212874). Under the general operational direction of the Technical Services Director and the technical direction of the Medical Director, the Testing Lab Operations Manager is responsible for the administrative and technical management of Technical Services Testing Operations, which includes: Testing/Processing, Product QC, and Operations Support functions. Perform assigned duties with wide latitude in exercising judgment and discretion, taking accountability for meeting organizational objectives and compliance with regulatory agencies. Delegate responsibilities to supervisors and support personnel as appropriate. Requirements: Bachelor's degree in medical technology or life science, or related field. Lab\CLS – MTA - California Clinical Laboratory Scientist Upon Hire required. One to two years prior supervisory experience. Five to seven years relevant experience in clinical lab or blood center. Click [here](#) to apply.

Chief Financial Officer. Blood Assurance is seeking to fill a job opening for a Chief Financial Officer (CFO) based in our downtown Chattanooga home office. This role will be primarily responsible for strategically leading and executing on all accounting, payroll, finance, and other fiscal management needs of the organization. The CFO will regularly partner with other members of the executive team, with the company's executive Board and with external financial advisors to ensure that the company's fiscal policy decisions consistently meet short and long-term operational objectives. The CFO will also lead a team of three experienced members of the Finance department with clear management direction and accountability. Minimum qualifications include: Bachelor's degree in Accounting or Finance. Current CPA licensure. Minimum of 10-15 years of finance and accounting experience. Three to five years in a senior-level leadership role with experience supervising others. Success in this role will require advanced skills in all of the following areas: verbal and written leadership communications, staff management/development, analytics, customer service, conflict resolution, decision-making, strategic planning, collaborative teamwork, flexibility,

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adaptability, accounting and finance modeling, group presentations and complex problem solving. Qualified candidates are encouraged to submit an online application for consideration at www.bloodassurance.org. Blood Assurance is an EOE and a Tobacco Free Workplace. ♦