



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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

2022 #15

April 29, 2022

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Health Canada Authorizes Move to Individual Risk-based Donor Screening Criteria for Canadian Blood Services

According to a April 28th [news release](#), Health Canada has “authorized a regulatory submission from Canadian Blood Services to eliminate the current three-month blanket donor deferral period for men who have sex with other men (MSM), and instead screen all donors, regardless of gender or sexuality, for high-risk sexual behavi[o]rs. Canadian Blood Services will introduce a sexual behavi[o]r-based donor-screening questionnaire that will apply to all donors of blood and plasma.”

Canadian Blood Services, the blood provider for most of Canada, stated in a [news release](#), “[t]oday’s approval from Health Canada is the result of over a decade of work to make participation in Canada’s Lifeline as inclusive as possible, without compromising the safety of biological products or the security of supply,” said Dr. Graham Sher, chief executive officer of Canadian Blood Services, in the Canadian Blood Services news release. He added “[n]umerous 2SLGBTQIA+ and other stakeholder groups, researchers and Canadian Blood Services employees have contributed countless hours to this effort over the years. This could not have happened without their hard work.”

The organization said the “[t]he new criteria will ask all donors, regardless of gender or sexual orientation, if they’ve had new or multiple sexual partners in the last three months. If they answer yes to either, they would be asked if they’ve had anal sex with any of these partners. If they have, they will be required to wait three months from when they last had anal sex to donate. If they have not and meet all other eligibility criteria, they will be able to donate.”

Health Canada based the authorization on a “thorough assessment of evidence supporting the safety of the revised donor screening. To help inform its review, Health Canada [convened](#) a group of scientific and medical experts knowledgeable in the field of blood safety for a one-day meeting, which took place April 13, 2022, to seek input on specific technical questions.”

The regulatory body sees the change as a “significant milestone toward a more inclusive blood donation system nationwide and builds on progress in scientific evidence made in recent years. Over the past decade, Health Canada has authorized several changes to the donor deferral period for men who have sex with men, from a lifetime restriction to five years in [2013](#), to one year in [2016](#) and to three months in [2019](#).”

Earlier this year ABC Member Héma-Québec, who is the blood provider for the

(continued on page 2)

Health Canada Authorizes Canadian Blood Services' Move from MSM Deferral (continued from page 1)

remainder of Canada, received authorization from Health Canada to implement individual risk-based donor screening criteria for source plasma donations. According to a [news release](#) announcing the policy shift, “[t]he decision will enable Héma-Québec to move away from the current three-month plasma donor deferral period for all sexually active [MSM], and to instead screen all source plasma donors, regardless of gender or sexuality, for high-risk sexual behavi[o]rs.”

(Source: Health Canada [News Release](#), 4/28/22; Canadian Blood Services [News Release](#), 4/28/22) 💧

Upcoming ABC Webinars – Don’t Miss Out!

- **U.S. Wide Red Blood Cell Antibody Exchange Project Webinar** – May 10th from 2-3 PM EDT. More information including login link available to ABC members [here](#) or MCN 22-040.
- **The Clinical Laboratory Workforce: Understanding the Challenges to Meeting Current and Future Need-ASCP Blueprint Webinar** – 3-4 PM EDT. More information 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!



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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.

America’s Blood Centers

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RESEARCH IN BRIEF

Are Freshly Irradiated Red Blood Cells Better for Preterm Neonate’s Cerebral Oxygenation? The aim of the Near Infrared Spectroscopy for Monitoring Brain Oxygenation: Randomized Controlled Trial (RCT) of Freshly Irradiation vs Standard Red Cell Transfusion for Anemia of Prematurity (NIMO-Rad) published in *JAMA Pediatrics* is “to examine whether transfusion of freshly irradiated, compared with irradiated and stored red blood cell (RBC) components improves cerebral oxygen delivery in preterm infants with anemia...Preterm infants (< 34 weeks’ gestation at birth) who were at least 14 days of age were considered for inclusion.” The researchers explained that “[t]ransfusion episodes were randomized either to the intervention group (transfusion with RBCs that were freshly irradiated or irradiated on the day of the transfusion) or the control group (RBCs that were irradiated and stored for up to 14 days)...The primary outcome was the change in cerebral regional oxygen saturation (crSO₂).” The study “used near-infrared spectroscopy immediately before, immediately after, 24 hours after, and 120 hours after.” A total of “42 were enrolled in the [trial], of whom 29 were boys (69 percent), with a mean gestational age of 26 weeks and 3 days...The enrolled infants underwent a total of 64 transfusion[s], which were randomized to the intervention (n = 31) or control (n = 33) group...The mean age of RBC components since donation was shorter for the intervention vs control group (10 days vs 13 days; P = .08)...The main effect of treatment on crSO₂ across all follow-up time points was 2.1 percentage points; P < .001...[T]here remained negligible changes in crSO₂ in infants in the control group over the follow-up points...In this NIMO-Rad trial, transfusion of freshly irradiated RBCs conferred a small benefit in cerebral oxygenation that persisted for at least five days after transfusion compared with transfusion of irradiated and stored RBC components.” The authors concluded that “[o]n-demand irradiation of RBC components may be considered at institutions where this approach is practicable.”

Citation: Saito-Benz M, Bennington K, Gray CL, et al. [Effects of Freshly Irradiated vs Irradiated and Stored Red Blood Cell Transfusion on Cerebral Oxygenation in Preterm Infants: A Randomized Clinical Trial](#). *JAMA Pediatr*. 2022

Contributed by Richard Gammon, MD, Medical Director at OneBlood

How Much Monetary Renumeration Would It Take to Motivate Individuals to Donate Blood? Research recently published in *Transfusion* examines how much financial remuneration may be required to influence or motivate a person to give blood. The authors stated that participants in the study had a mean age of 20.3 with 86.5 percent being under the age of 22. Individuals participating were asked “[w]hat amount of money would convince you to make a whole blood donation, blood plasma donation, or blood platelet donation.” The authors reported that, “[a]cross all types of donation, history of whole blood donation was related to a greater willingness to donate without payment. At the same time, however, sizeable portions of prior donors indicated that monetary payment would convince them to donate whole blood (24%), plasma (51%), or platelets (57%). Across all types of donation, donation-related barriers (i.e., anxiety, fear) were indirectly related to higher payment levels via lower self-efficacy and more negative donation attitudes.” Their research concluded that “findings demonstrated a significant commitment to non-remunerated blood donation, particularly for whole blood collections. At the same time, however, at least half of all respondents without a history of whole blood donation were open to the idea of cash payment as an incentive for whole blood, plasma, and platelet donation.”

Citation: France, C., France, J., and Himawan, L. What would it take to convince you to donate? A survey study of the relationship between motivators, barriers, and payment for whole blood, plasma, and platelet donation. *Transfusion* 2022. Doi: [10.1111/trf.16886](https://doi.org/10.1111/trf.16886). 

REGULATORY NEWS

The U.S. Food and Drug Administration (FDA) published an updated [guidance](#) on April 21st titled “Refuse to Accept Policy for 510(k)s.” It supersedes the September 2019 and its stated purpose is “to explain the procedures and criteria FDA intends to use in assessing whether a premarket notification (510(k)) submission meets a minimum threshold of acceptability and should be accepted for substantive review...Therefore, the current 510(k) Refuse to Accept (RTA) policy includes an early review against specific acceptance criteria and to inform the submitter within the first 15 calendar days after receipt of the submission if the submission is administratively complete, or if not, to identify the missing element(s). In order to enhance the consistency of our acceptance decisions and to help submitters better understand the types of information FDA needs to conduct a substantive review, this guidance, including the checklists included in the appendices, clarify the necessary elements and contents of a complete 510(k) submission.” The process outlined in the guidance is applicable to “all devices reviewed through the 510(k) notification Process.”

(Source: FDA [Guidance](#), 4/21/22) ♦

BRIEFLY NOTED

Healthcare organizations nationwide recognized Medical Laboratory Professionals Week from April 24-30. Medical Laboratory Professionals Week is an annual celebration of the laboratory professionals and pathologists who play a vital role in every aspect of healthcare. Lab Week is a time to honor those who perform and interpret laboratory tests. It is coordinated by a collaborative committee with representatives from [17 national clinical laboratory organizations](#), including the American Society for Clinical Pathology (ASCP), AABB, the American Society for Clinical Laboratory Science (ASCLS), and others. Medical Laboratory Professionals Week originated in 1975 as National Medical Laboratory Week, under the auspices of the American Society for Medical Technology, now the ASCS. Since then, other organizations have served as cosponsors and campaign supporters. [ASCP](#) offered a variety of resources to help organizations plan and hold their own Medical Laboratory Professionals Week recognition events and promotions.

(Sources: ASCLS [Website](#), 4/28/22; ASCP [Website](#) 4/28/22)

The Infectious Diseases Society of America and the Centers for Disease Control and Prevention (CDC) have published a “[COVID-19 Outpatient Treatment Guidelines Roadmap](#).” This resource includes high-titer COVID-19 convalescent plasma (CCP). The document is “intended to serve as a guide on available outpatient COVID-19 treatment options, with links to FDA Emergency Use Authorization information and guideline recommendations from national guideline-developing organizations, where available.”

(Source: IDSA and CDC COVID-19 Outpatient Treatment Guidelines [Roadmap](#), 4/5/22)

The California State Senate recently passed [Senate Bill-1475](#). The legislation for blood collection “would authorize [a] registered nurse placed in charge to be physically present or available [via] telehealth, so long as the method of telehealth used is synchronous” when “a physician or surgeon is not physically present if the medical director and their medical advisory committee approve and if the employee placed in charge is a registered nurse.” America’s Blood Centers sent a support [letter](#) to the California State Senate stating that “Without this legislation, California would once again be the only state in the nation requiring a registered nurse to be physically present while blood is being collected from healthy donors. This is a requirement that neither the Food and Drug Administration or the Association for the Advancement of Blood and Biotherapies demand. Requiring the physical presence of a registered nurse

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BRIEFLY NOTED (continued from page 4)

unnecessarily compounds the severe shortage of registered nurses facing the state and the entire country. Telenursing has proven to increase blood collection without compromising donor safety.” The legislation must now be approved by the California State Assembly.

(Source: California State [Senate Bill-1475](#), 4/28/22) 💧

INFECTIOUS DISEASES UPDATE

EBOLA

The World Health Organization (WHO) reported that the Ministry of Health of the Democratic Republic of the Congo (DRC) has declared an outbreak of Ebola after two confirmed cases in the region. According to the WHO, “Ebola virus disease (EVD) is present in animal reservoirs in the [DRC] and before this EVD outbreak, the country had reported 13 EVD outbreaks since 1976. The current outbreak is the third EVD outbreak in Equateur province...The last outbreak in the Equateur Province was declared over in November 2020, after 130 confirmed and probable cases were recorded and nearly six months after the first cases were reported.” The U.S. Centers for Disease Control and Prevention (CDC) and the WHO have not classified the affected area as having “widespread transmission of Ebola virus,” at this time, which would trigger donor interventions in the U.S. The U.S. Food and Drug Administration (FDA) [guidance](#) requires that “in the event that one or more countries is classified by CDC as having widespread transmission of Ebola virus, your donor history questionnaire (DHQ), including your full-length and abbreviated DHQ, and accompanying materials, must incorporate elements to assess prospective donors for symptoms of recent or current illness with Ebola virus infection or disease, and travel to, or residence in, an area endemic for Ebola virus in accordance with 21 CFR 630.10(e)(2).”

(Sources: [Ebola virus disease – Democratic Republic of the Congo](#), 4/28/22) 💧

WORD IN WASHINGTON

The Cybersecurity and Infrastructure Security Agency (CISA), National Security Agency (NSA), Federal Bureau of Investigation (FBI), and several international partner organizations [published](#) a joint [advisory](#) this week on “the common vulnerabilities and exposures (CVEs) frequently exploited by malicious cyber actors, including the 15 most commonly exploited of 2021.” In the advisory, the agencies warn that malicious cyber actors continue to attempt to exploit software vulnerabilities in the public and private sectors. They recommend mitigation measures in the form of:

- vulnerability and configuration management, including updating software, operating systems, applications, and firmware, with a prioritization on patching known exploited vulnerabilities,
- implementing a centralized patch management system; and replacing end-of-life software;
- identity and access management, including enforcing multi-factor authentication (MFA) for all users; if MFA is unavailable, require employees engaging in remote work to use strong passwords; and regularly reviewing, validating, or removing privileged accounts; [and]
- protective controls and architecture, including properly configuring and secure internet-facing network devices, disabling unused or unnecessary network ports and protocols, encrypting network traffic, and disabling unused network services and devices.”

(Source: CISA, FBI, NSA Joint [Advisory](#), 4/27/22) 💧



America's Blood Centers®
It's About *Life.*

INSIDE ABC

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

ABC Webinar: U.S.-Wide Red Blood Cell Antibody Exchange Project

America's Blood Centers will hold a webinar on May 10th (2-3 PM EDT) titled "U.S.-Wide Red Blood Cell Antibody Exchange Project." The speakers include Jeanne Hendrickson, MD (Medical Director, Apheresis Service and Associate Medical Director, Transfusion Medicine Service, Yale New Haven Hospital) and George Hauser, MD (Assistant Professor of Laboratory Medicine and Biostatistics, Yale New Haven Hospital) who will provide background and a status update on this project and its future direction. The project is focused initially on antibody exchange at the hospital level and would therefore impact blood center customers and especially those blood centers which staff transfusion services. ABC members can find login information [here](#) or in MCN-22-040.

ADRP Annual Conference Approaching

ADRP, an international division of America's Blood Centers (ABC), opened an additional room block at a second hotel for meeting attendees. The [ADRP 2022 Annual Conference](#) is one of the must-attend events in the blood community with more than 300 attendees expected at this year's conference. View the conference [program](#) and book your [hotel](#) today.

ABC MD Workshop and Summer Summit

Mark your calendar for the [ABC Medical Directors Workshop and ABC Summer Summit](#) taking place August 2-4 in Minneapolis, Minn. Over the course of two days, attendees will hear case study rounds, engaging discussions, and have many networking opportunities to connect with your peers and colleagues. [Hotel reservations](#) can be made now through the ABC block. ♦

NEW on CollABORate

COLLABORATE

SHARE STRATEGIC ADVICE | SOLVE CHALLENGES | DEVELOP NEW APPROACHES

Recent discussion topics on the ABC [CollABORate](#) Online Member Community include:

- [Historical Antigen Typing Criteria Question](#) (ALL MEMBER FORUM)
- [PDI Chlorohexidine Venipuncture Scrub](#) (ALL MEMBER FORUM)
- [Donor Identification/DIN Verification](#) (COLLECTIONS & DONOR SERVICES)
- [Tall Refrigerator Options](#) (QUALITY BYTES)
- [Radsure Irradiation Indicators](#) (TECHNICAL DIRECTORS)

ABC members are encouraged to [login](#) and join the conversations today!



MEMBER NEWS

Community Blood Center (Dayton, Ohio) has [joined](#) the [Blood Emergency Readiness Corps](#) (BERC). Diane Wilson, chief operating officer of Community Blood Center, stated in a news release, “[w]e are proud to join other independent blood centers across the country on the BERC team. Our mission as the region’s exclusive blood supplier does not change. What will change is our ability to better handle events in our area that require many transfusions within a short period of time. Our collaboration with BERC helps provide that assurance...Our mission [is] to provide blood locally, but I know that in times of national crisis our donors are eager to help, wherever they may be. Joining BERC creates that opportunity.”

(BERC [News Release](#), 4/21/22) 💧

GLOBAL NEWS

Australian regulators have [revised](#) donor eligibility criteria for individuals who previously lived in the United Kingdom (UK) and were unable to donate due to concerns over variant Creutzfeldt–Jakob disease (vCJD). According to the *Brisbane Times*, “[a]lmost three quarters of a million people across Australia who spent time in the [UK] in the 1980s and 1990s will become eligible to donate blood after the nation’s medical regulator lifted the ban.” Australian Red Cross Lifeblood Executive Director of Donor Services Cath Stone told the publication, “we hear a lot from people: ‘Oh, I’d love to donate, but I can’t.’ For so many people living in Australia, it is just really exciting... But it will be interesting to see who actually does come forward,” as fewer than four percent of Australians currently donate blood according to Lifeblood data. The U.S. Food and Drug Administration (FDA) finalized a [guidance](#) on CJD and vCJD in 2020 that made individuals who spent time in numerous European countries or on military bases in Europe eligible to donate in the U.S., a change America’s Blood Centers had actively advocated in favor of for many years.

(Source: *Brisbane Times*, [Former UK residents cleared to donate blood after ‘mad cow’ ban scrapped](#), 4/28/22)



Photo courtesy of Zipline International

WIRED recently [reported](#) on the success of Zipline International’s use of autonomous drones to transport blood in Rwanda. Drones helped provide blood to remote areas offering a solution to logistical challenges. “logistics issue historically incentivized rural facilities to order more blood than they needed... Stocking a little extra could save time later. But if a low-traffic facility didn’t wind up using the blood before it expired, they’d have to dump it.” Since Zipline partnered with Rwandan government in 2016, drones have allowed blood to transport quicker streamlining the delivery process, “[analyzing] nearly 13,000 drone orders between 2017 and 2019, [researchers] found that half of the orders took 41 minutes or less to deliver by drone. On the road, that median time would be at least two hours.” The research,

[published](#) in *Lancet Global Health*, “is the first to analyze medical delivery drones in Africa.”

(Source: *WIRED*, [Drones Have Transformed Blood Delivery in Rwanda](#), 4/21/22) 💧

COMPANY NEWS

Abbott recently received a President's Award from **Blood Centers of America, Inc. (BCA)**. The award recognized Abbott for its "outstanding contributions" on behalf of BCA members. According to a [news release](#) announcing the honor, Abbott has demonstrated a level of commitment to supporting BCA's members' efforts that goes beyond a traditional supplier relationship."

(Source: BCA [News Release](#), 4/27/22)

Freeline Therapeutics Holdings plc announced that a phase I/II clinical trial of its investigational gene therapy candidate to treat hemophilia B. The investigational gene therapy "uses a potent and proprietary adeno-associated virus vector capsid (AAVS3) to deliver the functioning gene of a variant of human factor IX and restore normal blood clot formation," according to a company news release. Freeline Therapeutics "expects to report initial safety and biomarker data from the first dose cohort of the B-LIEVE trial in the first half of 2022" and anticipates "report[ing] further updated safety and biomarker data in both the second half of 2022 and the first half of 2023 and to initiate Phase 3 pivotal trial start-up activities in the first half of 2023."

(Source: Freeline Therapeutics [News Release](#), 3/9/22) ◆

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

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

June 4-8. **37th Annual International Congress of ISBT (Virtual)**. More information available [here](#).

June. 7-9. **U.S. Food and Drug Administration (FDA) Virtual Public Workshop — Building Medical Device Supply Chain Resilience: A Healthcare and Public Health Ecosystem-wide Collaboration**. More information available [here](#).

June. 9-10. **FDA Cellular, Tissue, and Gene Therapies Advisory Committee (CTGTAC) Meeting (Virtual)**. More information available [here](#).

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 on Surveillance and Screening of Blood-borne Pathogens, Porto, Portugal**. Registration is [open](#). More information available [here](#).

Sept. 28-29. **BEST Meeting LXIV, Cocoa Beach, Fla.** More information available [here](#).

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CALENDAR (continued from page 8)

Oct. 1-4. **Association for the Advancement of Blood & Biotherapies Annual Meeting, Orlando, Fla.** More information available [here](#).

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

Area Operations Director – Donor Recruitment and Blood Collections (south Louisiana regions). LifeShare Blood Center is seeking an Area Operations Director to provide leadership and strategically direct all donor recruitment and blood collection operations of our south Louisiana regions (Baton Rouge, Lafayette, Lake Charles, LA and Beaumont, TX). Relocation assistance may be available for the right candidate. The Area Director will provide guidance, oversight and supervision to regional directors in the execution of donor recruitment strategies and achievement of red cell, platelet and plasma collection goals, ensuring compliance with company policies, standard operating procedures and applicable regulatory and accreditation guidelines. **Join us in our important mission to connect blood donors and the lives they impact!** The ideal candidate holds a bachelor's degree in a healthcare or business-related discipline and at least six (6) years of progressively responsible operations management experience, preferably in a blood banking setting, plasma center or manufacturing center; demonstrated experience in leading teams in a regulatory environment preferred; working knowledge of FDA regulations governing blood collection establishments, OSHA and cGMP guidelines for laboratory operations preferred. LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package. Visit our [Careers Page](#) to apply.

Regional Operations Director. LifeShare Blood Center is seeking an Operations Director to oversee blood collection and donor recruitment operations in the Monroe, LA region. Relocation assistance may be available for the right candidate. The Operations Director will 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; and model LifeShare's mission and values, integrating them into daily decisions, behaviors and actions. **Join us in our important mission to connect blood donors and the lives they impact!** The ideal candidate has a bachelor's degree in a healthcare or business-related discipline, plus at least five (5) years of operations management experience, including supervisory experience in the direction and coaching of other employees; working knowledge of FDA regulations governing blood collection establishments, OSHA and cGMP guidelines for laboratory operations preferred.

LifeShare offers a competitive salary, commensurate with experience plus incentive bonus opportunities, as well as a generous benefits package. Visit our [Careers Page](#) to apply.

Clinical Laboratory Scientist (CLS). Located in the heart of the magnificent coastal redwoods of Northern California, The Northern California Community Blood Bank has an immediate opening for a Clinical Laboratory Scientist. Both part-time and full-time, fully benefitted positions are available. The Northern California Community Blood Bank offers a low-stress environment, excellent work-life balance, and the opportunity to advance your professional development while working for an employer with a vibrant community relationship. The Clinical Laboratory Scientist is responsible for activities related to processing, testing, storage, transportation, and other handling of blood and blood products. The Clinical Laboratory Scientist performs reference immunohematological testing and participates in training, validation, implementation of new procedures, and compliance with regulatory standards. Valid current CA license as a Clinical Laboratory Scientist is required. While experience is preferred, we will train a motivated new CLS. To apply, contact: Jo Anna Ow, jow@nccbb.org.

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POSITIONS (continued from page 9)

Territory Sales Consultant (Ardmore, Okla.). Territory Sales Consultants must develop new partnerships with targeted decision makers in community organizations, educational & religious institutions, and businesses to gain support in meeting the needs for volunteer blood donors. Responsibilities include organizing & 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. Salary Range: Competitive salary with commission plan and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and **\$500 bonus after 6 months and \$1,000 bonus after 1 year!** How to apply: <http://obi.org/careers/>

Director of Regulatory Affairs and Quality Compliance. Director of Regulatory Affairs and Quality Compliance. The Blood Connection is looking for a Director of Regulatory Affairs and Quality Compliance. This is a newly created position reporting to the Vice President of Quality Systems. The Director of Regulatory Affairs and Quality Compliance would be responsible for providing leadership with regulatory guidance ensuring ongoing compliance for the organization. This role will monitor the release of new or revised regulations and standards, evaluating the impact on current processes and practices, and recommend changes if necessary to ensure continual compliance. The Director will evaluate investigations of incidents/occurrences reported and participate in the investigation, root cause analysis, and development of corrective action plans. This role will lead the Quality Unit staff by coaching, managing, monitoring, and evaluating compliance activities and promoting ongoing compliance and effective processes ensuring adherence to applicable regulations and standards. We offer a generous benefits package including a great 401k match, tuition reimbursement, yearly increases, company bonus, cell phone stipend, and 30 days PTO. How to apply: <https://thebloodconnection.org/about-us/careers/>

Medical Director (Oklahoma City, OK). The Oklahoma Blood Institute, a large, successful blood center servicing Oklahoma, Arkansas, Texas and beyond, seeks qualified candidates for the position of **Medical Director**. Successful applicants must be **board-certified AP/CP or CP-only pathologists with board certification/eligibility** in Blood Banking/Transfusion Medicine. This position is ideal for a visionary, collaborative leader who thrives in a fast-paced, results-oriented environment and who wants to innovate within a rewarding, entrepreneurial business framework. The Medical Director will work with the CMO and other Medical Directors to direct and supervise key staff with the obligation to ensure that the quality of all products manufactured is in compliance with all regulatory requirements. In conjunction with the CMO and other staff, the Medical Director exercises control over the Institute's operations regarding all matters relating to compliance. If you are a doctor looking both to deliver excellence patient and donor care via multifaceted transfusion medicine organization and to reimagine the mission of blood banking in meeting community needs for connectivity, compassion, altruism, and healing, this could be the perfect job for you. Salary Range: Competitive salary with 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>

Vice President of Business Intelligence. The National Blood Collaborative (NBC) is now interviewing for the full-time position Vice President of Business Intelligence. This position reports directly to the Board of Directors and relocation is not required. NBC is owned by eight independent blood centers and was created in 2012 focusing on unique revenue opportunities including resource sharing and cellular therapy. <https://www.nationalbloodcollaborative.org/>. This position is responsible for directing and controlling the planning, development and implementation of sales strategies, marketing communications and public relations functions for the Collaborative. Experience obtaining new customers (blood products and related cellular materials) is required. Position will also assist individual members in obtaining new business when requested and will oversee development and implementation of support materials. This position requires a bachelor's degree – master's preferred. National Blood Collaborative (NBC) pays a competitive starting wage and full benefits package including paid holidays, health, dental and life insurance, paid time off and an employer contributed retirement plan. If you meet the above qualifications and would like to work for a company that impacts our industry, please email your resume to egolemi@thebloodcenter.org. Only resumes with salary requirements will be considered. Resumes submitted are held in strict confidence. EOE/AEE

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POSITIONS (continued from page 10)

Area Operations Director – Donor Recruitment and Blood Collections (south Louisiana regions). LifeShare Blood Center is seeking an Area Operations Director to provide leadership and strategically direct all donor recruitment and blood collection operations of our south Louisiana regions (Baton Rouge, Lafayette, Lake Charles, LA and Beaumont, TX). Relocation assistance may be available for the right candidate. The Area Director will provide guidance, oversight and supervision to regional directors in the execution of donor recruitment strategies and achievement of red cell, platelet and plasma collection goals, ensuring compliance with company policies, standard operating procedures and applicable regulatory and accreditation guidelines. The ideal candidate holds a bachelor's degree in a healthcare or business-related discipline and at least six (6) years of progressively responsible operations management experience, preferably in a blood banking setting, plasma center or manufacturing center; demonstrated experience in leading teams in a regulatory environment preferred; working knowledge of FDA regulations governing blood collection establishments, OSHA and cGMP guidelines for laboratory operations preferred. LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package. **Join us in our important mission to connect blood donors and the lives they impact!** Visit our [Careers Page](#) to apply.

Regional Operations Director. LifeShare Blood Center is seeking an Operations Director to oversee blood collection and donor recruitment operations in the Monroe, LA region. Relocation assistance may be available for the right candidate. The Operations Director will 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; and model LifeShare's mission and values, integrating them into daily decisions, behaviors and actions. The ideal candidate has a bachelor's degree in a healthcare or business-related discipline, plus at least five (5) years of operations management experience, including supervisory experience in the direction and coaching of other employees; working knowledge of FDA regulations governing blood collection establishments, OSHA and cGMP guidelines for laboratory operations preferred. LifeShare offers a competitive salary, commensurate with experience plus incentive bonus opportunities, as well as a generous benefits package. **Join us in our important mission to connect blood donors and the lives they impact!** Visit our [Careers Page](#) to apply. 💧