



ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2022 #16

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National Blood Donation Statistics & Public Messaging Guide Available

America's Blood Centers (ABC) and ADRP, an International Division of ABC, have published the "U.S. Blood Donation: Statistics and Public Messaging Guide." This guide is currently available to ABC member blood centers and ADRP subscribers. It is designed to provide the latest look at America's blood supply and its donors and is the first publication of its kind in this country. The Guide uses data curated from published research, credible public sources, and input from industry experts and is available for all ABC members to use internally and externally with their community partners, the media, and others.

The guide includes more than 40 verified statistics with corresponding, customizable social media graphics for 13 of the most widely used statistics. Blood centers may choose to use their own local blood center data that is equivalent to these selected statistics, which may differ from industry totals. Unless otherwise noted, statistics are specific to the U.S. ABC and ADRP plan to update the Guide annually as new and updated statistics are published.

The idea for the Guide originated from member feedback about the need to increase consistency and accuracy of information disseminated by blood centers. The Guide also aligns with ABC's fourth pillar of the 2020-2023 PACE Strategic Plan: Elevate awareness of blood donation and blood centers at the national level. ABC and ADRP express thanks to the ABC Scientific, Medical, and Technical Committee (SMT) and the ADRP Public Awareness Committee for their assistance and expertise in developing this resource.

Questions about the Guide and its content can be emailed to ABC's Director of Strategic Communications and National Partnerships [Jeff Gohringer](mailto:Jeff.Gohringer@americasblood.org).

(Source: MCN 22-041, 5/4/22) ◆

Europe Weighs Plasma Donor Compensation

A recent report in *Politico* [examines](#) an upcoming review of European policies regarding compensating plasma donors. According to the article, policymakers are reviewing legislation that has been in place for 20 years to consider proposed revisions aimed alleviating plasma shortages throughout the European Union (EU), which currently "depends on imports — mostly from paid donors in the U.S. — to meet the needs of around 300,000 people who require plasma-derived medicinal

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Europe Weighs Plasma Donor Compensation (continued from page 1)

products (PDMPs).” The article states currently, “four EU countries — Germany, Austria, Hungary, and the Czech Republic — give a flat-fee payment, [while] many others offer non-monetary compensation like time off work or vouchers. In the U.S., the average payment per plasma donation is \$80-85 including bonuses. Plasma donors in Austria receive an average of €30 per donation. Donors can give plasma through plasmapheresis a maximum of 50 times per year.” It quotes the Plasma Protein Therapeutics Association (PPTA) Europe Executive Director Maarten Van Baelen as stating, “[t]he EU’s original legal framework for blood and blood components was not developed with the need to increase plasma collection in mind.” *Politico* states that, “[t]he decision on whether to allow payment to plasma donors in the EU falls to member states. But the key to boosting plasma collection may actually lie in the wording of the revised blood directive. [Some advocates] hope it will borrow wording from the tissues and cells directive, which is also under review and explicitly states that donors can be compensated to offset the expense and inconvenience of making a donation...In 2020, plasma-derived medicines generated \$4.6 billion in sales in the EU (excluding the U.K.), according to Hotchko of the Marketing Research Bureau.”

(Source: *Politico*, [Blood money: Europe wrestles with moral dilemma over paying donors for plasma](#), 4/21/22) 💧

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!



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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

Age of Blood and Recipient Outcomes Using Real-World Data. A study in *Blood* “use[d] extensive real-world data and marginal structural models to estimate the causal effect of transfusing red blood cell (RBC) units with different storage durations.” The authors explained that this, “longitudinal observational study followed patients up to 28 days after their first in hospital RBC transfusion.” The study “used inverse probability weighting to emulate several hypothetical trials where patients were randomized to treatment with exclusively older or fresher RBC units...The thresholds defining older and fresher RBC units were 1, 2, 3, and 4 weeks of storage, respectively...The primary outcome was all-cause mortality, and the secondary outcome was the composite endpoint of death or development of thromboembolic events...The cohort was based on a blood transfusion database of the Capital Region of Denmark, the Danish National Patient Registry, and the Danish Registry of Causes of Death.” The researchers stated that, “[t]he study was from January 1, 2008, to April 10, 2018...In total, 89,799 patients receiving 342,296 transfusions met the eligibility criteria...Death occurred to 12.7 percent of the patients during a mean follow-up of 26.7 days. The average 28-day mortality was 2.44 percentage points (pp) higher when transfusing RBC units stored for more than one week compared with RBC units stored for one week or less...For the trials with storage thresholds 2, 3, and 4 weeks, the 28-day mortality difference was 1.93pp, 1.06pp, and -0.26pp, respectively...The 28-day risk differences estimated for the composite endpoint were similar to those of the mortality analyses.” The authors concluded that by emulating randomized controlled trials (RCT) their, “results suggest that transfusing exclusively older RBC units increases the 28-day mortality and risk of thromboembolism or death in recipients when the storage threshold for older RBC units is defined as more than 1 or 2 weeks.” They stated that the, “results are not in agreement with previous RCTs and meta-analyses hereof, finding no evidence of adverse storage time effects...These RCTs suffer from study design and analysis issues that question their results.” The manuscript concludes by stating, “It is unknown if the observed effect is attributed to older RBCs being harmful or fresher RBCs having more beneficial effects.”

Citation: Bruun-Rasmussen, P., Andersen, P.K., Banasik, K., Brunak, S., Johansson, P.I. [Intervening on the Storage Time of RBC Units and its Effects on Adverse Recipient Outcomes using Real-World Data.](#) *Blood*. 2022.

Contributed by Richard Gammon, MD, Medical Director at OneBlood 

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.

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.



BRIEFLY NOTED

The U.S. Food and Drug Administration (FDA) [announced](#) on May 5th that it has “has limited the authorized use of the Janssen COVID-19 Vaccine to individuals 18 years of age and older for whom other authorized or approved COVID-19 vaccines are not accessible or clinically appropriate, and to individuals 18 years of age and older who elect to receive the Janssen COVID-19 Vaccine because they would otherwise not receive a COVID-19 vaccine.” According to a statement from FDA’s Center for Biologics Evaluation and Research (CBER) Director Peter Marks, MD, PhD, “[w]e recognize that the Janssen COVID-19 Vaccine still has a role in the current pandemic response in the United States and across the global community. Our action reflects our updated analysis of the risk of thrombocytopenia syndrome (TTS) following administration of this vaccine and limits the use of the vaccine to certain individuals. Today’s action demonstrates the robustness of our safety surveillance systems and our commitment to ensuring that science and data guide our decisions”

(Source: FDA [Announcement](#), 5/5/22)

The Biomedical Excellence for Safer Transfusion (BEST) Collaborative has issued a call for applicants. The international research organization, whose objective is to improve the safety of transfusion and cell therapy and related services through standardization of analytic techniques, development of new procedures and execution of clinical trials in hemotherapy and cell therapy, is now looking for new talent to provide continued scientific vigor and fresh ideas. Members are expected to actively participate in BEST studies, contribute ideas for new ones, and participate in BEST meetings. Projects and studies are managed by individual members through one of four teams:

- Cellular Therapy - Current Team Leads: Dave McKenna, MD; David Stroncek, MD;
- Clinical Transfusion Safety - Current Team Leads: Mark Fung, MD, PhD; Meghan Delaney, DO;
- Conventional Components - Current Team Leads: Dana Devine, PhD; Rebecca Cardigan, PhD; and
- Donor Studies - Current Team Leads: Marc Germain, MD; Ralph Vassallo, MD.

Applications with a letter of interest and CV may be submitted via the BEST [website](#). Applications will be accepted through May 30th. Decisions will be announced by September 2022, with the first meeting of the refreshed membership to be held Spring 2023.

(Source: BEST Collaborative [Announcement](#), 5/3/22) ◆

WORD IN WASHINGTON



Congressman Mike Levin (D-Calif.) recently visited San Diego Blood Bank (SDBB). Building on momentum from Americas Blood Centers’ (ABC) Virtual Advocacy Day, Rep. Levin toured the facility as SDBB had an opportunity to present their perspectives of the challenges faced by community blood centers to provide him with a better understanding of the work performed by SDBB to meet the blood needs of the community. ABC encourages all member blood centers to invite members of Congress to their facilities and to continue to [share](#) your advocacy efforts with us.

(Source: SDBB Announcement, 5/2/22)

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WORD IN WASHINGTON (continued from page 4)

Rep. Val Demings (D-Fla.) and Rep. Mark Takano (D-Calif.) discussed the U.S. Food and Drug Administration's (FDA) blood donor deferral of men who have sex with other men (MSM) with *The Daily Mail* this week. In the article, Rep. Demings expressed her view that the deferral policy should be removed in the wake on announcement last [week](#) from Health Canada concerning individual risk-based deferrals, “[I’m] [g]lad to see Canada following the modern science and expanding their pool of eligible donors. This is a step towards equality and the United States should take similar steps to do away with antiquated discriminatory practices and save lives.” Rep. Takano added in the story, “I applaud the recent decision by Canadian health officials to remove a ban on blood donations from gay men, and I hope that here in the United States, we can soon follow suit. I have regularly spoken out against the issue of using sexual orientation and gender identity as a means of restricting otherwise qualified blood donations. The restrictions placed on gay and bisexual men are homophobic, and they hinder our progress. In our pursuit of equality, we must ensure the LGBTQ+ community has the same opportunity to contribute as their fellow citizens.” A spokesperson from the FDA told the publication, “[t]he FDA remains committed to considering alternatives to time-based deferral by helping to generate the scientific evidence that is intended to support an individual risk assessment-based blood donor questionnaire. However, developing the scientific information that is needed to change blood donor policies takes time and effort.” When asked about the Assessing Donor Variability And New Concepts in Eligibility (ADVANCE) [study](#), the agency responded to *The Daily Mail*, “[w]e do not have a specific timeline for when the study may be completed, but remain committed to gathering the scientific data that can support alternative donor deferral policies that maintain a high level of blood safety.”

(Source: *The Daily Mail*, [Democrats call on FDA to remove ‘antiquated discriminatory’ limits on gay, bisexual men donating blood amid Canadian decision](#), 5/4/22) ◆

MEMBER NEWS

Blood Assurance (Chattanooga, Tenn.) has become a part of the Alliance for Community Transfusion Services (ACTS). The addition marks ACTS’ 15th member. “We are honored to join our fellow blood centers as part of [ACTS],” said J.B. Gaskins, president and chief executive officer (CEO) of Blood Assurance. “I believe it is so important to continue to strengthen our relationships with the community and our area hospitals in order to provide the best service to all patients and our donors.” ACTS formed in 2010 as “a strategic and operational alliance of independent blood centers committed to improving efficiency, operations, and opportunities to best serve donors and patients.”

(Source: Blood Assurance and ACTS News Release, 5/6/22) ◆

PEOPLE



Jamie Nash has been [announced](#) as the 28th recipient of the Biomedical Excellence for Safer Transfusion (BEST) Collaborative Scott Murphy Memorial Award Lectureship. He is a PhD student in his final year at Cardiff Metropolitan University School of Sport and Health Science in Cardiff, Wales. Mr. Nash delivered a lecture on “The understated importance of extracellular vesicles in cold-stored platelet concentrates” during the 63rd Meeting of Best in Oxford, UK last month. A list of prior award recipients and their presentation titles can be found on the BEST [website](#).

(Source: BEST [News Release](#), 3/11/22) ◆



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

Last call to register for the ADRP, an international division of America's Blood Centers (ABC), Annual [Conference](#). This 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!

GLOBAL NEWS

NHS Blood and Transplant, the national blood provider for England and transplant services for the United Kingdom (UK), has [enlisted](#) the help of Marvel Studios to encourage blood donation. Benedict Cumberbatch and Elizabeth Olsen who are featured in the upcoming Marvel Studios film “Doctor Strange in the Multiverse of Madness” made a [video](#) discussing the importance of donating blood and telling individuals to “be the hero in their own story and someone else’s, just by giving blood.” NHSBT Head of Commercial Partnerships Zeeshan Asghar added in the NHSBT announcement of the partnership, “[w]e are delighted to have the support of Benedict Cumberbatch and Elisabeth Olsen. Our hope is to speak to people who may not have thought about blood donation before, and we believe our collaboration with Marvel Studios will help us reach this ambition.”

(Source: NHSBT [Announcement](#), 5/5/22) 💧

Magen David Adom, Israel’s national blood service, recently [opened](#) the world’s “most secure national blood bank” according to a report from *The Times of Israel*. The \$135 million structure took four years to complete and includes 11,000 tons of steel. The facility has, “three levels of protection, with varying security zones. Three floors are above-ground, each with its own shelters...three underground floors are protected by extra-thick concrete walls, blast doors, and airlocks, as well as shielding from biological and chemical attacks. The highest underground floor houses shielded blood bank laboratories, a transportation center, and secure fleet parking for loading blood into ambulances. The second underground floor houses the Cord Blood Inventory, an R&D molecular lab, and a chemical and biological warfare air-filtration system that enables staff throughout the building to continue working and processing blood in the event of a chemical or biological attack. On the deepest level is the Blood Storage Vault, a 300-square-meter safe room shielded against the most severe missile threats.”



Photo courtesy of The Times of Israel

(Source: *The Times of Israel*, [Israel opens world’s most protected blood bank, rocket-proof and underground](#), 5/2/22) 💧

COMPANY NEWS

Graphite Bio, Inc. [announced](#) that the U.S. Food and Drug Administration (FDA) has “granted Fast Track designation” to the company’s investigational gene-edited therapy to treat sickle cell disease (SCD). According to a company news release, the FDA’s Fast Track program, “facilitates the expedited development and review of new drugs or biologics that are intended to treat serious or life-threatening conditions and demonstrate the potential to address unmet medical needs.” The investigational therapy is a “gene-edited autologous hematopoietic stem cell (HSC) therapy designed to directly correct the genetic mutation that causes SCD.” Graphite Bio, Inc. is currently enrolling patients in phase I/II clinical trial with patient dosing scheduled to begin this year.

(Source: Graphite Bio, Inc. [News Release](#), 5/3/22)

Cerus Corp. and Fresenius Kabi have [partnered](#) on a production agreement for Intercept Blood System sets. As part of the 10-year agreement, Fresenius Kabi will continue production of Cerus Intercept Blood

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COMPANY NEWS (continued from page 7)

System sets at its facility “in La Châtre, France and will also expand manufacturing operations to two new facilities, both located in the Caribbean. According to the joint news release, this is a continuation of a collaboration that spans two decades as the two organizations aim to continue to “deliver pathogen inactivation for platelets and plasma around the globe.”

(Source: Cerus Corp. and Fresenius Kabi [News Release](#), 5/3/22)

The Blood Emergency Readiness Corps (BERC) has [added](#) Inova Blood Donor Services as a member, providing the organization with a presence in the Washington, D.C. area. BERC, founded in 2021, is a coalition of blood centers joining forces to prepare to meet the immediate transfusion needs when faced with a large-scale emergency situation that requires blood. The participating blood centers “commit to collecting extra units on a rotating “on call” schedule to create an available supply of blood for emergency needs.”

(Source: BERC and Inova Blood Donor Services [News Release](#), 4/25/22) 💧

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. 6-10. **FDA Regulatory Education for Industry (REdI) Annual Conference 2022 (Virtual)**. 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. 19-22. **American Association of Tissue Banks Annual Meeting, San Antonio, Texas**. More information available [here](#).

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](#).

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

Chief Administrative Officer (Shreveport, LA). LifeShare Blood Center (LSBC) is seeking an experienced human resource, risk management or business administration professional as our **Chief Administrative Officer (CAO)**. Reporting to the President & CEO, the CAO develops and administers Company-wide policies and practices to facilitate business operations and manage risk exposures; ensures compliance with applicable laws, standards and regulations governing various areas of responsibility; provides executive leadership of human resources, health, safety, benefit plan, commercial and professional liability insurance, donor claims management, and other risk management efforts; provides executive oversight of the IT infrastructure, including computer software systems, servers and networks, enterprise systems, data integrity and security, and business continuity protocols; provides direction of quality assurance and regulatory affairs to ensure achievement of goals and objectives and compliance with standards and regulations governing the blood banking industry. Oversees LifeShare Phlebotomy School operations to ensure all accreditation requirements are met. Degree in human resources, business management or related field; 10 years management experience in HR, legal compliance, or risk management. LSBC 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!** Apply at [Careers Page](#).

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.

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

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POSITIONS (continued from page 9)

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.

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/> 