



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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

2022 #35

September 30, 2022

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## Hurricane Ian's Impact on Blood Operations

Hurricane Ian has come ashore in South Carolina after causing considerable damage in Florida this week. With its torrential rains, storm surge, and damaging winds, the storm has impacted blood collections.

The AABB Interorganizational Task Force on Domestic Disasters and Acts of Terrorism activated this week and continues to assess the events and needs of America's Blood Center's (ABC) affected members while coordinating with other member blood centers and federal agencies on their behalf. Blood centers in the storm's path have prepared with inventory and will continue to report their needs as the storm passes through South Carolina and North Carolina.

With such a wide path of destruction, OneBlood and SunCoast Blood Centers are continuing to assess the impact of Hurricane Ian on their operations, facility damage, employee status, and their donor base. LifeSouth Community Blood Centers is resuming operations.

As of today, the biggest need is platelets. This remains a very fluid situation so requests can change in the coming days as Hurricane Ian continues to move through the Carolinas. ABC is coordinating with Blood Centers of America (BCA) who continues to source product. If you are able to provide products, especially platelets, please contact BCA's Senior Vice President of Strategic Sourcing and New Business Development [Jennifer Kapral](#), MBA.

ABC thanks all blood centers who have been able to supply and deliver products during this disaster.

The Task Force will continue to monitor developments throughout the weekend. Please do not hesitate to contact [us](#) should you need assistance.

The Task Force also distributed a [press release](#) on Wednesday to encourage eligible individuals in unaffected areas to schedule appointments to donate blood and platelets. A PDF version is [available](#) on the ABC website.

(Source: MCN 22-085, 9/27/22) ♦

### 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!

## WORD IN WASHINGTON

Congress has [passed](#) a stopgap spending bill this week to fund the federal government through December 16<sup>th</sup>. The bill includes a five-year reauthorization of the U.S. Food and Drug Administration (FDA) user fees but does not include any of the other FDA-related policies previous versions of the bill contained. Notably, the bill does not include the Verifying Accurate Leading-edge IVCT Development (VALID) Act, which sought to change the way lab developed tests are regulated. America's Blood Centers (ABC) has and will continue to work with members of Congress to address concerns in the VALID Act regarding its implications for blood centers. ABC previously signed onto a letter that urged further refinement of the VALID Act with additional stakeholder input instead of rushing it through the user fee reauthorization legislative process.

(Source: *Reuters*, [U.S. House passes crucial stopgap government funding bill, avoiding partial shutdown](#), 9/30/22)

The FDA's Center for Biologics Evaluation and Research (CBER) [announced](#) in the *Federal Register* on September 27<sup>th</sup> that the Office of Tissues and Advanced Therapies (OTAT) has been changed to the Office of Therapeutic Products (OTP). Additionally, OTP has been "elevate[d] to a Super Office to manage its program at a macro level and to better position the Center to address an everchanging public health landscape. With the current and anticipated increase in workloads, the proposed structural changes will improve functional alignment, increase review capabilities, and enhance expertise on new cell and gene therapies."

(Source: *Federal Register* [Notice](#), 9/27/22) 💧

## BRIEFLY NOTED

California Governor Gavin Newsome has signed into law [Senate Bill-1475](#). The legislation "authorize[s] blood collection at a blood bank 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." The legislation also "authorize[s] the registered nurse placed in charge to be physically present or available via telehealth, so long as the method of telehealth used is synchronous." America's Blood Centers has provided letters of support throughout the legislative process including voicing support during the committee hearing on the bill. ABC's support letters to the California State Senate noted that "[w]ithout 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 U.S. Food and Drug Administration nor the Association for the Advancement of Blood & Biotherapies demand. Requiring the physical presence of a registered nurse 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."

(Source: California State [Senate Bill-1475](#), 9/28/22) 💧

### 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](mailto: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.



## RESEARCH IN BRIEF

### **Fibrinogen Supplementation for the Trauma Patient: Fibrinogen Concentrate Vs. Cryoprecipitate.**

The aim of a [study](#) in *The Journal of Trauma and Acute Care Surgery* “is to compare outcomes of bleeding trauma patients who received fibrinogen supplementation [as] fibrinogen concentrate (FC) versus cryoprecipitate (Cryo).” This was “a 2-year retrospective cohort analysis of the American College of Surgeons (ACS) Trauma Quality Improvement Program (TQIP) database [that] compiles more than 800 trauma centers in the United States.” The authors explained that the study included “adult ( $\geq 18$  years) trauma patients who received at least one unit of packed red blood cells (PRBCs) or fresh frozen plasma (FFP) within the initial four hours of presentation and either FC or Cryo as an adjunct to resuscitation.” They noted that “[t]he primary outcome measure was 24-hour blood product transfusion requirements...[The] secondary outcome measure was time to first fibrinogen supplementation...[The study] identified a cohort of 255 matched patients (FC, 85; Cryo, 170)...The mean age was  $41 \pm 19$  years, 74 percent were male, and 74 percent were White...The median injury severity score (ISS) was 26, 29 percent of injuries were penetrating, and 38 percent of patients received thoracotomy or laparotomy.” The authors stated that primary outcomes included “patients in the FC group ha[ving] significantly lower 24-hour requirements of PRBCs, FFP, and platelets. Results were similar when 24-hour transfusion requirements were assessed after excluding four-hour transfusion volumes received...In terms of secondary outcomes, patients in the FC group had earlier time to first fibrinogen supplementation as compared with the Cryo group...In terms of the remaining outcomes, there were no differences between the two groups in terms of in-hospital complications...Patients in the FC group had significantly shorter hospital and intensive care unit length of stays but no difference in ventilator days among survivors compared with the Cryo group.” The study found that “[t]here was no difference between the two groups in terms of in-hospital mortality...On multivariate analyses, fibrinogen supplementation with FC was independently associated with lower 24-hour PRBCs ( $p < 0.001$ ), FFP ( $p < 0.001$ ), and platelet transfusion requirements ( $p = 0.006$ ).” The authors concluded that “fibrinogen supplementation in the form of FC for the hemorrhaging trauma patient is associated with reduced transfusion requirements, faster fibrinogen supplementation, and shorter hospital lengths of stay as compared with Cryo.”

**Citation:** Obaid, O., Anand, T., Nelson, A., *et al.* [Fibrinogen supplementation for the trauma patient: Should you choose fibrinogen concentrate over cryoprecipitate?](#) *J Trauma Acute Care Surg.* 2022

Contributed by Richard Gammon, MD, Medical Director at OneBlood 💧

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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**

Chief Executive Officer: Kate Fry  
Chief Medical Officer: Rita Reik  
Editor: Mack Benton  
Subscriptions Manager: Leslie Maundy  
**Annual Subscription Rate: \$390**

Send subscription queries to  
[memberservices@americasblood.org](mailto:memberservices@americasblood.org)  
America's Blood Centers  
1717 K St. NW, Suite 900, Washington, DC 20006  
Phone: (202) 393-5725  
Send news tips to [newsletter@americasblood.org](mailto:newsletter@americasblood.org).



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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 Presents at HOSA Meeting

As the new school year gets underway, America's Blood Centers (ABC) officially kicked off its [partnership](#) with HOSA Future Health Professionals this week. ABC Chief Executive Officer Kate Fry, MBA, CAE and ABC Director of Strategic Communications and National Partnerships Jeff Gohringer briefed state association leaders about the reality of the blood supply and the specifics of the blood drive recognition program and career promotion activities. HOSA leaders are looking forward to partnering with ABC member centers so students nationwide can help save lives through blood donation. ABC will host an informational webinar on Oct 19<sup>th</sup> at 2 pm EDT to provide an overview of the specifics of the recognition program and ways that blood centers can leverage this partnership. A one-pager with additional background information, a login link to the webinar, and a [listing](#) of contact information for HOSA chapter leaders is available to ABC members in MCN 22-083. [Contact us](#) for a copy of the MCN.



(Source: MCN 22-083, 9/27/22)

### ADRP Webinar: "vCJD Implementation Webinar — Soup to Nuts"

[Register](#) today for the Wednesday, October 12<sup>th</sup> ADRP webinar titled "vCJD Implementation Webinar — Soup to Nuts." This webinar will take place at 1 p.m. EDT and feature Rita Reik, MD, FCAP (America's Blood Centers and OneBlood), Peggy Barlow Flug (Oklahoma Blood Institute) Allie Van Dyke (The Blood Connection), and Amanda Hess (ImpactLife). They will share their experiences with implementation of the U.S. Food and Drug Administration [guidance](#) titled "Recommendations to Reduce the Possible Risk of Transmission of Creutzfeldt-Jakob Disease and Variant Creutzfeldt-Jakob Disease by Blood and Blood Components."

(Source: ADRP [Announcement](#), 9/13/22) 💧

### MEMBER NEWS



**LifeShare Blood Center** employee Craig Cofer made the nine-hour drive on Thursday from Shreveport, La. to **OneBlood's** Pensacola, Fla. distribution center to ensure blood products arrived from LifeShare to assist in the response to Hurricane Ian. They are one of several America's Blood Centers members who shipped blood and platelets to the blood centers affected by the Hurricane. "Usually, we're on the receiving end of blood imports following a hurricane," said LifeShare Executive Director of Blood Operations

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## MEMBER NEWS (continued from page 4)

Benjamin Prijatel, MBA. “It is nice to be on the shipping end for a change, and we are fortunate to be able to pay the generosity forward.”

(Source: LifeShare Announcement, 9/29/22)

*Contributed by Benjamin Prijatel, Executive Director of Blood Operations at LifeShare Blood Center*

**Bloodworks Northwest** [held](#) a grand opening on September 29<sup>th</sup> for a new collection site in Renton, Wash. “We are thrilled to bring a bigger and better donation center to our community,” said Curt Bailey, MBA, president and chief executive officer of Bloodworks, according to the *Renton Reporter*. “Blood donation is vital to the health and well-being of our community. Our new donor center in one of Washington’s 10 largest cities will make it easier for people to donate blood, encouraging them to step up and save lives.” The new facility will be open “seven days a week and it is expected that Bloodworks Northwest will be able to collect more than 18,000 donations in the next year. Along with a 10 percent increase in available donor beds, the [new] center offers cell phone charging outlets at every bench, free parking and easy access to shopping centers and freeways.”

(Source: *Renton Reporter*, [Bloodworks Northwest opens new donor center in Renton](#), 9/26/22) ♦

## GLOBAL NEWS

**NHS Blood and Transplant (NHSBT), the national blood provider for England and transplant services for the United Kingdom (UK), [announced](#) this week that scientists from their organization have “discovered a new blood group system, called Er.”** According to a news release from the NHSBT, “[t]he team investigated three known blood group antigens – molecules on the surface of red blood cells which can trigger an attack by the immune system – which did not fit into any known blood group system. They were able to show the genetic background of these three antigens (Era, Erb and Er3), together with identifying two new antigens (Er4 and Er5), establishing a new blood group system...The newly discovered variations within the blood group system, Er4 and Er5, are extremely rare, but they have been implicated in cases of h[e]molytic disease of the f[e]tus and newborn, when the mother’s immune system attacks their unborn child’s blood. Two patients whose history was studied had sadly lost their babies due to this disease.” NHSBT Head of Red Cell Reference Nicole Thornton added in the news release, “[t]his discovery solves the 30-year plus mystery of the genetic background of this blood group system but the most important consideration for us, in investigating these cases, was to be able to provide answers to two mothers who tragically lost their babies. The more we know about such rare blood group variations, along with the ability to be able to test for and identify them, the better care we are able to offer to such patients in the future.”

(Source: NHSBT [News Release](#), 9/27/22) ♦

## COMPANY NEWS

**Vertex Pharmaceuticals Inc. and CRISPR Therapeutics [announced](#)** that the U.S. Food and Drug Administration (FDA) that has “granted a rolling review” the companies’ investigational gene therapy to treat sickle cell disease (SCD) and transfusion-dependent beta thalassemia (TDT). According to a news release from the companies, a biologics licensing application for rolling review will be submitted to the agency in November 2022 with a completion date expected in March 2023. The investigational *ex vivo* CRISPR/Cas9 gene therapy edits a “patient’s own hematopoietic stem cells to produce high levels of fetal hemoglobin (HbF; hemoglobin F) in red blood cells...The elevation of HbF by [the therapy] has the potential to alleviate

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COMPANY NEWS (continued from page 5)

transfusion requirements for patients with TDT and reduce painful and debilitating sickle crises for patients with SCD.”

(Source: Vertex Pharmaceuticals and CRISPR Therapeutics [News Release](#), 9/27/22)

**Pfizer** and **Sangamo Therapeutics** have “[reopened](#)” recruitment for a phase III trial of their investigational gene therapy to treat patients with moderately severe hemophilia A. The trial had previously been [paused](#) due to safety concerns. It is an “open-label, multicenter, single arm study to evaluate the efficacy and safety of a single infusion of [the therapy] in more than 60 adult (ages 18-64 years) male participants with moderately severe to severe hemophilia A...The primary endpoint is impact on annualized bleeding rate (ABR) through 15 months following treatment with [the therapy]. This will be compared to ABR on prior FVIII prophylaxis replacement therapy. The secondary endpoints include factor VIII activity level after the onset of steady state and through 15 months following infusion.”

(Source: Pfizer and Sangamo Therapeutics [News Release](#), 9/22/22) 💧

## CALENDAR

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

### 2022

Oct. 4-5. **U.S. Department of Health and Human Services (HHS) Tick-Borne Disease Working Group Meeting (Virtual)**. More information available [here](#).

Oct. 25. **(HHS) Tick-Borne Disease Working Group Meeting (Virtual)**. More information available [here](#).

Nov. 6-7. **Association for the Advancement of Blood & Biotherapies (AABB) Annual Meeting (Virtual)**. More information available [here](#).

Nov. 9. **ADRP International Showcase (Virtual)**. [Registration](#) is open and free. More information available [here](#).

Nov. 15-16. **The Biomedical Advanced Research and Development Authority (BARDA) Industry Day (Virtual)**. More details available [here](#).

Dec. 7. **(HHS) Tick-Borne Disease Working Group Meeting (Virtual)**. More information available [here](#).

### 2023

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

April. 24-28. **ABC Blood Center Advocacy Week**. More information coming soon.

May 9-11. **2023 ADRP Conference, Charlotte, N.C.** More information coming soon.

Sept. 17-20. **American Association of Tissue Banks Annual Meeting, National Harbor, Md.** More information available [here](#).

Oct. 14-17. **AABB Annual Meeting, Nashville, Tenn.** More information available [here](#). 💧



### Upcoming ABC and ADRP Webinars – Don't Miss Out!

- **ABC Webinar on Earmarks** – October 11 from 3-4 PM EDT. More information available to ABC members in MCN 22-084 including a link to join the webinar. Contact [us](#) for a copy of the MCN.
- **ADRP vCJD Implementation – Soup to Nuts Webinar** – October 12 from 1-2 PM EDT. [Registration](#) is open.
- **ABC National HOSA Partnership Webinar** – October 19 from 2-3 PM EDT. More information available to ABC members in MCN 22-083 including a link to join the webinar. Contact [us](#) for a copy of the MCN.
- **ADRP 2022 International Showcase** – November 9 from 1-2:30 PM EST. [Registration](#) is open and free to all.



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### CLASSIFIED ADVERTISING

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

### POSITIONS

**Director of Hospital Services and Manufacturing.** Blood Bank of Alaska is seeking a director to oversee our Hospital Services and Manufacturing Department in Anchorage, AK. This position is responsible for ensuring our manufacturing and distribution areas are operating in compliance with applicable government regulations, and accrediting agency standards. Also ensuring there is a dedicated focus on the production and distribution of quality products while providing the highest level of customer service. The Director will participate as a member of the blood bank's management team in planning, program formulation, and decision making for the functions and technical support of the manufacturing and distribution of blood products. The incumbent for this role must possess excellent conceptual, communication and analytical skills. Must understand general workflow processes and equipment used in a medical facility. The right candidate will have a bachelor's degree in a relevant field (required) and five years of supervisory experience in a highly regulated, fast-paced, and compliance-driven environment (preferred). If you meet the above qualifications, please apply by sending your resume to: [mcannon@bbak.org](mailto:mcannon@bbak.org). For more information about the

Blood Bank of Alaska, please visit our website at <https://www.bloodbankofalaska.org>.

**Business Development Representatives and Donor Recruitment Managers.** The Blood Connection is hiring experienced Business Development Representatives and Donor Recruitment Managers in the Savannah, Charlotte, and Asheville areas. Please reach out to Sean Hair at [shair@thebloodconnection.org](mailto:shair@thebloodconnection.org) for more information.

**Territory Sales Consultant (Fort Smith, Arkansas, USA).** Territory Sales Consultants 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

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## POSITIONS (continued from page 7)

successful community partnerships and donation awareness. Identify opportunities for growth within current group base, and facilitate a plan to achieve growth percentage for total unit collection within territory. Book recurring blood drives for the following year. Develop and maintain relationships with key accounts. Give presentations in order to promote blood collection. Identify and provide feedback on issues regarding customer needs/requirements, customer issues/concerns and satisfaction, competitor activities/strategies, etc. Interact effectively and professionally with team members and all internal/external contacts. Qualifications: Associate/Bachelor's degree preferred, one to three years sales related experience, public speaking/presentation experience preferred, excellent communication skills, and valid driver's license with access to vehicle. Salary Range: Competitive salary, commission plan, and excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. How to apply: <http://arkbi.org/careers/>.

**Territory Sales Consultant (Oklahoma City, Oklahoma, USA).** Territory Sales Consultants 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. 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/>.

**President and CEO (MEDIC Regional Blood Center).** MEDIC Regional Blood Center is seeking a President and CEO. MEDIC, located in Knoxville, Tennessee, is a financially successful not-for-profit, independent blood center serving 25 hospitals in 22 counties throughout East

Tennessee and Southern Kentucky. The preferred candidate is one who has demonstrated leadership experience in the blood industry, although related healthcare experience may be considered. The successful candidate must possess strategic planning abilities and have strong interpersonal skills to maintain the external relationships that have been developed. This position is accountable for operational goals and providing direction to the organization. The ideal candidate should possess an ability to build cohesive, high-performing teams focused on the achievement of MEDIC's goals. Candidates must be able to formulate a clear vision of how best to respond to challenges of the blood industry and do so in a highly regulated environment. The ideal candidate must have a least ten years of progressive managerial experience and hold a bachelor's degree from an accredited college or university. A graduate degree such as MBA, MHA, or equivalent is preferred. Please submit cover letter, resume, and salary requirements to Katy Stout, HR Manager at [kstout@medicblood.org](mailto:kstout@medicblood.org). The deadline for applications is **October 31, 2022**.

**Executive Director of Business and Administration/Chief Financial Officer (Hoxworth Blood Center).** As one of the oldest medical schools in the country, the University of Cincinnati College of Medicine (COM) has a reputation for training best-in-class health care professionals and developing cutting-edge procedures and research that improves the health and clinical care of patients. Hoxworth Blood Center (HBC) is located within the College of Medicine and is the only Regional Blood Center owned and operated by a University in United States. The University of Cincinnati, College of Medicine is seeking an Executive Director of Business and Administration/CFO for Hoxworth Blood Center. This position will direct the financial and administrative activities including income generation and expense management and will function as the most senior-level financial and administrative officer. This includes tactical and strategic planning, fiscal management, annual budget development, personnel management, program development, and other administrative matters. Required Education: Bachelor's Degree in Business or related field. Required Experience: Seven (7) years of relevant work experience. Additional Qualifications Considered: MBA; Experience in a blood center, medical school, university, research organization and/or healthcare organization is desired. If interested, please apply at: <https://bit.ly/3QXm2kE>. **The University of Cincinnati is an Affirmative Action / Equal Opportunity Employer / Minority / Female / Disability / Veteran.**

**Quality Assurance Specialist.** SunCoast Blood Centers is looking for a QA Specialist in Sarasota, FL. This position conducts internal audits and ensures follow-up correction action occurs. The QA Specialist coordinates

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## POSITIONS (continued from page 8)

and performs product lookback activities, including monitoring of daily quarantine reports. The role also requires leading annual staff trainings, document management, writing or revising SOPs, maintaining Error Management and Donor Adverse Reaction databases, follow-up investigations, and performing validations prior to implementation of new processes, equipment, or software version updates. We offer a generous benefits package including medical as well as employer paid dental and vision benefits, 401(k) with 100% company match, yearly increases, education reimbursement and so much more! Join our team and help make an impact in your community today! Click [here](#) to apply.

**Director of Marketing & Communications (Shreveport, LA).** LifeShare Blood Center is seeking a skilled Marketing and Communications Director to provide leadership and direction to our marketing, branding and community engagement team. Reporting to the Executive Director of Blood Operations, the Director will develop and direct effective strategies and campaigns to recruit and influence blood donors; develop and execute a clear public relations strategy and tactical plan to aggressively build brand awareness in traditional and non-traditional venues; oversee production of marketing materials; and develop and maintain strong media relations in all of LifeShare's operating regions. LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package, including employer paid medical, life and disability insurance; 401(k) with employer contributions; employee wellness program; and paid time off. Please visit our [Careers Page](#) to apply.

**Executive Director, Blood Operations (Shreveport, LA).** LifeShare Blood Center is seeking an experienced operations manager as our Executive Director to provide leadership and strategically direct all blood operations and donor support operations, in fulfillment of the Company's strategic goals and business plan. Reporting to the Chief Operating Officer, the Executive Director will strategically lead LifeShare's community outreach, branding, marketing, and blood donor recruitment efforts; provide high-level direction of blood collection operations; and provide oversight of hospital services and component manufacturing to meet customer needs. Please join us in our important mission to connect blood donors and the lives they impact! LifeShare offers a competitive beginning salary, commensurate with experience and a generous benefits package, including employer-paid medical, life and disability insurance; employer base retirement and matching contributions to the 401(k) savings plan, paid time off bank, and employee wellness program. Please visit our [Careers Page](#) to apply.

**Director, Regulatory Affairs and Public Policy.** America's Blood Centers (ABC), North America's largest network of community-based, independent blood

programs, is seeking a **Director, Regulatory Affairs and Public Policy**. The position is a key role for ABC and will provide the successful candidate an opportunity to lead a strategic area of work while benefitting from the flexibility of a fully remote office environment. The Director, Regulatory Affairs and Public Policy will assist in the development, implementation, execution, and advancement of the ABC Advocacy Agenda before federal agencies and other stakeholders. Responsibilities: Analyze, evaluate, communicate, and track the impact of new regulatory and science, medical, technical (SMT) developments on ABC member centers, including working with members and staff in the development of policy positions, public statements, and comment letters and responses to information requests from federal agencies. Build strategic relationships as a liaison with appropriate staff at FDA and other federal agencies as necessary (including HHS, OSHA, DOL, NCR, CDC, DOD, and others), and non-governmental industry partners. Serve as an ABC representative and spokesperson to industry coalitions. Conduct routine operational and ad hoc member surveys that support the ABC Advocacy Agenda. Work includes the creation of survey forms and protocols, analysis of data, and preparation and dissemination of reports. Educational Requirements: Bachelor's required. Experience, Knowledge, Skills, and Abilities: Seven plus years of experience with public policy and regulatory affairs, preferably with FDA. Click [here](#) to view the full job description. Interested applicants should send a cover letter and resume to [careers@americasblood.org](mailto:careers@americasblood.org).

**Territory Representative.** Dedicated team members are the vital link between volunteer blood donors and hospital patients who rely on lifesaving blood transfusions and work diligently to ensure their friends, families, hospitals have access to a strong blood supply. LifeServe Blood Center's foundation is based on local blood donors supporting the needs of their local hospitals. F/T employees are eligible for medical, dental, vision, critical illness, supplemental insurance, short/long-term disability, life insurance, 403b and four weeks of PTO. Primary Responsibilities: Recruit, direct, and train volunteers to organize drives. Establish sales strategies to grow donor base. Coordinate resources associated with blood drives to ensure success. Conduct speaking engagements and participates in workshops/presentations/health fairs. Proactively works to meet individual monthly goals while also working collaboratively with the team to ensure weekly, monthly, and yearly blood goals are met. Follow all guidelines for completion of recruiting materials and scheduling mobile drives. Maintaining accurate records to provide tracking and statistical data on account performance. Education and/or Experience: Bachelor's degree in business, marketing, advertising, or communications is preferred. H.S. diploma and five plus years of recruitment, sales, marketing, volunteer management required.

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## POSITIONS (continued from page 9)

Interested applicants should apply at: [Join Our Team - LifeServe Blood Center](#).

**Immunohematology Technician.** LifeServe Blood Center is currently looking for a certified Medical Technician with the desire to provide exceptional customer service to our hospital partners and the patients they serve in IA, NE, and SD. Work in our state-of-the-art laboratory and will handle basic blood banking and complex antibody identification. F/T employees are eligible for a full benefit package including medical, dental, vision, critical illness, supplemental insurance, short/long term disability, life, company matching 403b, and four weeks of PTO. Shift differential is available for hours worked after 6:00 PM. Primary Responsibilities: Accepts, verifies, processes, and tests samples according to policies. Performs and interprets various testing procedures, including immunohematology, on donor and patient blood products. Performs quality control, maintenance, and calibration. Utilizes computers to obtain necessary data and to record test results. Monitoring testing processes to identify errors or problems leading to errors and takes effective and preventive corrective actions when indicated. Mentors and trains other laboratory team members and students. Education and Experience: MT/MLS or MLT from ASCP or equivalent. Bachelor's degree in medical technology or chemical, physical, or biological science or related scientific field from an accredited college or university or an equivalent combination of education, certification, training and or experience. Meet current CLIA or ABB requirements for testing personnel. Interested applicants should apply at: [Join Our Team - LifeServe Blood Center](#).

**Manager of Technical Services.** The Blood Connection is looking for a Manager of Technical Services in Morrisville, NC. This is a new role that will be responsible for supervising and managing the daily operations of the technical departments: Hospital Services, Component Manufacturing/Biologics Processing, and Immunohematology Reference Laboratory. We offer a generous benefits package including a great 401k match, tuition reimbursement, yearly increases, company bonus, cell phone stipend, and 30 days PTO. Join our team and help make an impact in your community today! Relocation assistance offered. Click [here](#) to apply.

**Medical Director (Gulf Coast Regional Blood Center).** Reporting to the Chief Medical Officer, this individual will assist in providing oversight of operational and implementation expertise across multiple areas of a large community blood center. Areas of responsibility include medical oversight of selection and care of donors, collection, processing, and testing of blood, and disease notification. In addition, this individual will provide guidance for The Blood Center's transfusion service activities and cellular therapy programs, as well as serving as a liaison with medical staff in the community to address transfusion concerns and assure the appropriate utilization of blood products. Requirements: Doctor of Medicine or Doctor of Osteopathy degree from an accredited university with at least four years of combined education and experience in blood banking/transfusion medicine or related field. Board certified or board-eligible in Pathology, Hematology, or related field. Specialty training and/or certification in Blood Banking, Hematology, or a similar related field is highly desirable. Eligible for medical license in the state of Texas. Applicants with additional medical or management experience in apheresis related to cellular therapy and transplant are strongly encouraged to apply. Click [here](#) to apply.

**Donor Testing Laboratory Director.** LifeSouth Community Blood Centers and The National Blood Testing Cooperative (NBTC) are currently seeking a skilled individual for the Donor Testing Laboratory Director position in the NBTC owned Donor Testing Laboratory in Stone Mountain, GA. This position is responsible for the strategic planning, development, organization, coordination, management, and daily oversight of all activities associated with a blood testing laboratory. This position will also ensure the laboratory performs in accordance with all regulatory requirements and will possess the oversight and responsibility of all standard operating procedures (SOPs) within the lab. Must have bachelor's degree in: chemical, physical, biological, clinical laboratory science, or medical technology. Scientific and technical knowledge from current sources, such as the AABB Standards and relevant guidances related to FDA, CLIA, and CMS, both state and federal. Minimum of four years of management/supervisory experience required; Equivalent combination of demonstrated work experience and education may be considered. Starting salary range is \$135,000 - \$150,000 annually. Click [here](#) to apply. 💧