



# ABC NEWSLETTER

CURRENT EVENTS AND TRENDS IN BLOOD SERVICES

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2022 #36

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## AABB Announces Updated DHQ Has Been Submitted to FDA

The Association for the Advancement of Blood & Biotherapies (AABB) announced this week that it has submitted version 3.0 of the donor history questionnaire (DHQ) to the U.S. Food and Drug Administration (FDA). According to the announcement from AABB, the association expects the review process to take at least three months. The DHQ helps ensure a blood donor's overall good health and to prevent transfusion-transmitted diseases and is used in conjunction with a physical assessment to determine donor eligibility.

(Source: AABB Announcement, 10/6/22) 💧

## Malaria Vaccine Candidate Human Trial Results Reported

Researchers at Walter Reed Institute of Research (WRAIR) have published results from the [first](#) in-human trial of the malaria vaccine FMP013 antigen and ALFQ adjuvant combination. ALFQ is "adjuvant Army Liposome Formulation with QS-21, which was developed at WRAIR by the Military HIV Research Program." The results and accompanying data appear in [Vaccine](#).

According to the researchers, "the current FMP013 candidate primes vaccinated humans to produce antibodies against the circumsporozoite protein (CSP) of the malaria parasite *Plasmodium falciparum*." Dr. Sheetij Dutta, chief of the Structural Vaccinology Laboratory and inventor of the FMP013 antigen, added in a news release that, "[t]he vaccine design broadens the host immune response to epitopes that were not included in [previous vaccine candidates] and targeting these additional susceptible epitopes on CSP could be key to an improved vaccine."

The news release also stated that, "preclinical studies demonstrated ALFQ to be safe and strongly potent as a vaccine adjuvant, supporting its use in this initial human trial. Both high and low dose of FMP013 antigen and the ALFQ adjuvant were found to be safe and well tolerated by adults. Both groups exhibited robust humoral and cellular immunological responses... Follow-on safety and efficacy test results in malaria-naïve adults are expected to be released by the end of the year."

(Source: WRAIR [News Release](#), 9/14/22) 💧

## 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!

## REGULATORY NEWS

A notice has been [published](#) in the *Federal Register* announcing the next meeting of the U.S. Department of Health and Human Services' (HHS) Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA). The meeting will be virtual and take place on Thursday, November 17<sup>th</sup> from 10 am – 3 pm ET as the public may participate via webcast. The committee will “discuss and vote on a recommendation related to the implementation of the HIV Organ Policy Equity (HOPE) Act of 2013, pertaining to HIV-positive to HIV-positive organ transplantation.” Additional details including an agenda will be posted on the HHS [website](#) prior to the meeting. The meeting will be open to the public via webcast.

(Source: *Federal Register* [Meeting Notice](#), 10/5/22)

The U.S. Food and Drug Administration (FDA) has [published](#) an updated list of Biological Product Deviation Reporting and human cell, tissue, and cellular and tissue-based product (HCT/P) Deviation Reporting – Deviation Codes. According to the agency, “changes made on October 1<sup>st</sup> are marked with a dagger (†).” These codes are used in biological product deviation reports, which make known errors and accidents in the manufacturing of biological products.

(Source: FDA [Announcement](#), 9/30/22) 💧

## WORD IN WASHINGTON

President Biden [announced](#) his “intent to nominate” U.S. Surgeon General Vice Admiral Vivek Murthy MD, MBA to serve on the Executive Board of the World Health Organization (WHO) in addition to his continued duties as Surgeon General. According to the announcement from the Administration, Dr. Murthy previously served as the 19th Surgeon General under President Obama. “[In his current role, his] mission is to help lay the foundation for a healthier country, relying on the best scientific information available to provide clear, consistent, and equitable guidance and resources for the public.”

(Source: White House [Announcement](#), 10/4/22) 💧

### 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.

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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

**Use of HLA Incompatible Platelets in Refractory Patients Fibrinogen.** A [study](#) in the *Archives of Pathology and Laboratory Medicine* “investigated the outcomes of human leukocyte antigen (HLA) incompatible platelet transfusions.” The authors performed a “retrospective analysis of HLA-selected platelet transfusions from 2016 to 2018 at a large urban academic/teaching hospital...[When] HLA-compatible units were unavailable, a physician would approve use of HLA-selected platelet units against which a patient had donor-specific antibodies (donor-specific antibodies (DSAs) -i.e., HLA incompatible)...All patients were [older than] 18 years [of age and] previously diagnosed with HLA alloimmune platelet refractoriness (alloPR).” The researchers explained that “[p]atient HLA-A and HLA-B HLA typing was performed by molecular methods...Circulating class I HLA antibody identification was established by testing in a Luminex 200 instrument...[A] mean fluorescence intensity (MFI) >1,000 was considered reactive...Platelet(s) against which the recipient had any DSA were further categorized into: low-level DSA (L-DSA-U) if the cumulative MFI of DSA(s) was >1,000 to <6,000, or high-level DSA (H-DSA-U) if cumulative MFI of DSA(s) was >6,000...During the study 279 HLA-selected units were transfused into 26 patients.” The researchers noted that “[t]he median corrected count increment (CCI) for all transfusion events was 11,800 (interquartile range [IQR], 7,000–15,700-adequate was > 5,000)...Transfusions across no DSA produced a significantly higher median CCI compared with those across one or more DSAs (12,400 and 6,700, respectively;  $P < .001$ )...[T]he median CCI when transfusing low-level DSA was 12,600, [i]n contrast, the median CCI when transfusing across high-level DSA was statistically significantly lower at 0 ( $P < .001$ ).” The study “found that the cumulative MFI appeared similar when units were targeted by one DSA (2,593; SD, 2,240) or two DSAs (3,964; SD, 5,100), but that three DSAs had much higher cumulative MFI levels (27,333; SD, 34,803)...Finally, [c]oncomitant ABO incompatible units [did] not result in significantly lower CCI compared with ABO-compatible units, regardless of coexisting HLA DSA level...Overall, platelet unit age did not impact CCI significantly.” The authors concluded that their work demonstrates that “[a viable option for] platelet transfusion support of patients with alloPR is to use HLA-selected platelets against which the recipient has few or low-level DSAs [MFI<6,000]...Identifying similar MFI cutoffs at other institutions will expand [the] HLA-selected platelet unit pool per center.”

**Citation:** Sullivan, J.C., Peña, J.R. [Use of Human Leukocyte Antigen \(HLA\)-Incompatible Platelet Units in HLA Platelet-Refractory Patients With Limited Number of or Low-Level HLA Donor-Specific Antibodies Results in Permissive Transfusions.](#) *Arch Pathol Lab Med.* 2022.

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

### 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 New Benchmarking Platform, Service Fee Survey Results Webinar** – October 18 from 2-3 PM EDT. More information available to ABC members in MCN 22-086 including a link to join the webinar. Contact [us](#) for a copy of the MCN.
- **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.



**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 on Federal Earmarks**

America's Blood Centers (ABC) will be hosting a webinar that describes the opportunities for federal earmarks. These are congressionally directed spending or community project funding provisions in the annual appropriations or spending bill that direct funds for a specific project. The webinar will take place on October 11<sup>th</sup> from 3-4 pm EDT. It will feature an update from David Haines, vice president at Van Scoyoc Associates and provide an overview of the earmark process including the:

- process for submitting an earmark request;
- guidelines;
- tips on congressional engagement;
- and what projects may be appropriate for earmark funding.

Kim-Anh Nguyen, president and chief executive officer at Blood Bank of Hawaii will also discuss the Blood Bank of Hawaii's experience receiving community project funding. A link to join the webinar is available to ABC members in MCN 22-084. Contact [us](#) for a copy of the MCN.

(Source: MCN 22-084, 9/28/22)

### **ABC HOSA Partnership Webinar**

As the new school year gets underway, ABC officially kicked off its [partnership](#) with HOSA Future Health Professionals. ABC will host an informational webinar on October 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 pm 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) 💧

## PEOPLE

**Roy Galvin** has been [named](#) president of the Global Plasma and Blood Center business units at Haemonetics Corporation effective October 10<sup>th</sup>. According to a company news release, Mr. Galvin will be responsible “for driving the Haemonetics transformational growth objectives and advancing the [c]ompany’s leadership positions and innovation through its plasma collection and donor management solutions, delivering on collectors’ critical needs and supporting global demand for plasma-derived therapies. Additionally, [he] will develop strategies to leverage Haemonetics’ global footprint and blood component collection experience to expand in the non-commercial plasma market.” Mr. Galvin previously worked at Medtronic plc for 25 years, holding multiple leadership roles during that time. “We are pleased to add Roy’s vast experience at such an exciting time in our growth,” said Haemonetics President and Chief Executive Officer Chris Simon in the news release. “We welcome Roy’s leadership to help drive significant long-term results for our Plasma and Blood Center businesses.” Mr. Galvin added in the news release, “Haemonetics has long been the established leader in the plasma and blood collection markets for solutions that make a meaningful difference for customers and the donors they serve. I look forward to helping the [c]ompany continue to distinguish itself for best-in-class products, a commitment to innovation and superior customer service and support.”

(Source: Haemonetics Corporation [News Release](#), 10/4/22) ◆

## MEMBER NEWS

**Vitalant** recently held a recognition event honoring high school blood donors. The September 20<sup>th</sup> ceremony took place at Chase Field, home of Major League Baseball’s Arizona Diamondbacks, and included approximately 250 high school students to celebrate their accomplishments, while kicking off the 2022-23 High School Blood Drive Challenge, which included using a video from ADRP’s and America’s Blood Centers’ [Vein to Vein: The Science of Blood Donation](#) high school education program. According to Vitalant, the “program was established more than 30 years ago to recognize excellence among student blood drive organizers and to inspire Arizona’s youth to create a lifelong pattern of donating blood... Since the Arizona Diamondbacks joined the High School Blood Drive Challenge as sponsors in 1998, teen donations have more than doubled. Last school year, students organized 410 blood drives, earning awards for 41 high schools.”

(Source: Vitalant Announcement, 9/27/22) ◆

## GLOBAL NEWS

**The International Society for Blood Transfusion (ISBT) has [announced](#) the formation of the International Coalition for Safe Plasma Proteins (ICSPP).** The coalition was “initiated” by the ISBT Working Party on Global Blood Safety and it aims to “address the global insufficiency of plasma-derived medicinal products that are unavailable or unaffordable in many low- and middle- income countries (LMIC) and the consequent suffering and early mortality of patients with bleeding disorders and immune deficiencies who lack adequate treatments.” Founding members of the coalition includes:

- “ISBT;
- International Federation of Blood Donor Organizations;
- International Patient Organization for Primary Immunodeficiencies;
- World Federation of Hemophilia;
- International Plasma and Fractionation Association; [and]
- Plasma Protein Therapeutics Association.”

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GLOBAL NEWS (continued from page 5)

According to the announcement, the “ICSPP will operate in close cooperation with relevant components of WHO under a Memorandum of Understanding between WHO and ISBT and will promote public-private partnerships towards its goals. A first project has been initiated in Dakar, Senegal to enable sustainable local preparation of virus-inactivated cryoprecipitate as a source of Factor VIII, von Willebrand Factor and fibrinogen to address unmet local patient needs. Future projects in various countries will focus additionally on local production of small-scale/pathogen-reduced concentrates of immune globulins and on fractionation of domestic plasma through contracts with foreign fractionators.”

(Source: ISBT [Announcement](#), 10/3/22)

**The International Plasma and Fractionation Association (IPFA) recently [published](#) a position paper on the European Commission’s (EC) [proposal](#) for the regulation on standards of quality for substances of human origin (SoHO) intended for human application.** In the statement, IPFA supports several recommendations from the EC proposal including:

- “the integration of plasma for fractionation in the definitions and obligations of SoHOs for donation, collection, and testing, allowing it to be recogni[z]ed as part of the human body and not as a commodity;
- the articles dedicated to donor protection, both by means of surveillance requirements using common standards before, during and after donation and by means of regulating donor incentives. IPFA applauds the preservation of the current principle of voluntary and unpaid donation (VUD) in line with Article 3 of the European Union’s (EU) Charter of Fundamental Rights that prohibits the commerciali[z]ation of the human body and the principle of ‘financial neutrality;’
- the introduction of a mandatory threshold of compensation that need to be set by member states; [and]
- the EC to request for formal studies on frequent plasma donations to be coordinated by the SoHO platform based on raw data submitted to the platform.”

IPFA did also note that it endorses “the organi[z]ation of monitoring Supply Continuity throughout the EU. [However], [s]elf-sufficiency shall not only take into account amounts collected in each member state. It should also be related to the use of PDMPs reflecting best clinical practices. This needs to be considered in the management of plasma amounts collected in each member state as well as in the union, to ensure equitable patient access to products manufactured from this SoHO starting material.”

(Source: IPFA Position [Statement](#), 9/20/22) 💧

**COMPANY NEWS**

**InVita Healthcare Technologies** has announced the acquisition of **BloodHub**. According to a [news release](#) from the companies, BloodHub will become a part of InVita’s Blood Management Division. “For more than a decade our vision has been to fully digitize blood center processes with paperless, seamlessly integrated solutions,” said Michael Pandelakis, founder and chief executive officer (CEO) of BloodHub, in the news release. “Joining InVita will enable us to expand and accelerate that vision so blood centers can streamline their ability to deliver life-saving products.” InVita CEO Todd Collins added in the news release, “BloodHub has a long history of building feature rich, highly stable software to serve the blood center industry. We are excited about the addition of BloodHub’s order-to-cash functionality, their investment in a transportation module, and BloodRelay, their new IRL lab software. We look forward to accelerating

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COMAPNY NEWS (continued from page 6)

innovation across our combined portfolio.”

(Source: InVita Healthcare Technologies [News Release](#), 10/6/22)

**BioMarin Pharmaceuticals Inc.** has “[resubmitted](#)” a biologics license application (BLA) to the U.S. Food and Drug Administration (FDA) for the company’s investigational gene therapy to treat hemophilia A in adults. The latest submission “incorporates the Company’s response to the FDA Complete Response (CR) Letter for [the investigational] gene therapy issued August 2020, and subsequent feedback, including two-year outcomes from the global GENE8-1 Phase III study and supportive data from five years of follow-up from the ongoing Phase I/II dose escalation study,” according to a company news release. BioMarin also noted in the news release that the “GENE8-1 Phase III study demonstrated stable and durable bleed control, including a reduction in the mean annualized bleeding rate (ABR) and the mean annualized Factor VIII infusion rate. In addition, the data package [for the resubmission] included supportive evidence from five years of follow-up from the 6e13 vg/kg dose cohort in the ongoing Phase I/II dose escalation study. The resubmission propose[s] [a] long-term extension study following all clinical trial participants for up to 15 years, as well as two post-approval registry studies.

(Source: BioMarin Pharmaceuticals [News Release](#), 9/29/22)

Interim results from an ongoing phase II/III trial of **Moderna**’s bivalent Omicron-specific booster vaccine have been [published](#) in the *New England Journal of Medicine*. The study “evaluates the immunogenicity, safety, and reactogenicity of bivalent booster vaccine mRNA-1273.214 as compared with the previously authorized mRNA-1273 booster vaccine in adults who had received a two-dose primary series (100 µg) and first booster dose (50 µg) of mRNA-1273.” According to the interim results, “When administered as a second booster, a 50-µg dose of the bivalent omicron BA.1–containing mRNA-1273.214 vaccine had a safety and reactogenicity profile that was similar to that of the prototype 50-µg mRNA-1273 booster vaccine. The frequency of adverse events after a second booster dose of 50-µg mRNA-1273.214 was similar to or lower than the frequencies previously reported for the first booster dose of 50-µg mRNA-1273 and the second dose of the 100-µg mRNA-1273 primary series...the mRNA-1273.214 vaccine elicited a superior neutralizing antibody response against omicron, as compared with mRNA-1273, 28 days after the booster dose, and the magnitude of the difference in the responses exceeded the recommended superiority criteria. The neutralizing antibody response against ancestral SARS-CoV-2 (D614G) was also higher with mRNA-1273.214 than with mRNA-1273, which indicates no decrement in the ancestral SARS-CoV-2 (D614G) antibody responses. Neutralizing antibody responses were consistently higher with mRNA-1273.214 than with mRNA-1273, irrespective of previous SARS-CoV-2 infection.”

**Citation:** Chalkias, S., Harper, C., Vrbicky, K., *et al.* A bivalent Omicron-containing booster vaccine against Covid-19. *N Engl J Med*. 2022. Doi: [10.1056/NEJMoa2208343](https://doi.org/10.1056/NEJMoa2208343). ♦

## 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. 11. **America’s Blood Centers (ABC) Webinar on Federal Earmarks.** More information available in MCN 22-084. Contact [us](#) for a copy of the MCN

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CALENDAR (continued from page 7)

Oct. 12. **ADRP vCJD Implementation Soup to Nuts Webinar**. More information available [here](#).

Oct. 18. **ABC New Benchmarking Platform, Service Fee Survey Results Webinar**. More information available in MCN 22-086. Contact [us](#) for a copy of the MCN.

Oct. 19. **ABC National HOSA Partnership Webinar**. More information available in MCN 22-083. Contact [us](#) for a copy of the MCN.

Oct. 25. **U.S. Department of Health and Human Services (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](#).

Nov. 17. **U.S. Department of Health and Human Services Advisory Committee on Blood and Tissue Safety and Availability (ACBTSA) Meeting (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](#). 💧

**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

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**POSITIONS** (continued from page 8)

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 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 at 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 health care 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,

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**POSITIONS** (continued from page 9)

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 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.

**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).

**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

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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 ♦