

2023 #9

March 3, 2023

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Please Note: The ABC Newsletter will not be published on Mar. 10th. We will resume regular publication on Mar. 17th. Thank you for your continued interest.

Blood Community Proposes Solutions to CBER in Support of Supply Chain Challenges

America's Blood Centers (ABC), the Association for the Advancement of Blood & Biotherapies (AABB), the American Red Cross, and Blood Centers of America (BCA) sent a [joint letter](#) to the U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER) this week outlining supply chain challenges facing blood centers, and both ongoing and potential future remedies to promote "long-term stability of the blood supply chain." In the March 1st letter, the blood community thanked CBER for collaboration, "open discussions and sharing of information" that impacts the nation's blood collectors throughout the pandemic.

The organizations suggest collaborative solutions to prevent future supply chain challenges in the form of:

- "[e]xpeditied FDA Licensure of the Fresenius Kabi Hořátev site: Emergency Use Authorization (EUA) is currently set to expire in December 2023. To avoid blood centers having to validate another bag option and hospitals having to ready for yet another new bag, we request licensure occur as soon as possible;
- [e]xpeditie FDA evaluation and licensure of apheresis kits and solutions to meet critical supply shortfalls to ensure clinical needs for platelets can be met;
- [a]llowing solutions already in use in Europe a faster path for FDA approval in the U.S. (e.g., buffy coats);
- [e]nsured capacity and business continuity for key suppliers in the blood industry; [and]
- [s]trategic reserves of key supplies supported by the federal government."

Additionally, the blood community also lists measures taken by blood centers to offset supply chain challenges in the letter while describing the staff time required and the incremental costs associated in undertaking such steps as:

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Blood Community CBER Supply Chain Letter (continued from page 1)

- “[v]alidating additional bags, including the Fresenius Kabi CompoSelect bag manufactured in Hořátev, Czech Republic and currently approved under an EUA. To date, we have moved more than two million collections to this bag, with additional transitions planned;
- [a]djusting manufacturing operations to accommodate collection set changes;
- [m]odifying recruitment and collections activities based on the available supplies; and
- [i]ncreased recruitment efforts to grow whole blood donations to supplement the lack of double red cell procedures (due to limited kit availability) or depending upon the blood center the reverse.”

The letter closes by reiterating the blood community’s willingness to continue collaborating with CBER to meet the needs of all patients requiring blood and blood components.

(Source: Blood Community [Joint Letter](#), 3/1/23) 💧

FDA Announces April BPAC Meeting

The U.S. Food and Drug Administration’s (FDA) Blood Products Advisory Committee will hold its next [meeting](#) on April 26th from 9:30 am – 1:00 pm EDT. This will be a virtual meeting to hear and discuss an overview of the research programs in the Division of Hemostasis, Office of Plasma Protein Therapeutics Chemistry, Manufacturing, and Controls, Office of Therapeutic Products, and Center for Biologics Evaluation and Research.” Individuals can join an online [webcast](#) to view the portions of the meeting open to the public. According to the announcement, all meeting materials will be made available to the public no later than two business days prior to the meeting. “Interested persons may present data, information, or views, orally or in writing, on issues pending before the committee.” Comments made before April 19th will be “provided to the committee.”

(Source: FDA [Announcement](#), 3/2/23) 💧



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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: Jed Gorlin
Editor: Mack Benton
Subscriptions Manager: Leslie Maundy
Annual Subscription Rate: \$390

Send subscription queries to 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.

Montana Legislators Vote to Table Bill Prohibiting Blood Donations from Vaccinated Donors

A [bill](#) introduced in the Montana State Legislature last [month](#) that would prohibit blood donations from individuals vaccinated for COVID-19 has been tabled. House Bill #645 stated, “[a] person may not knowingly donate whole blood, plasma, blood products, blood derivatives, human tissue, organs, or bones containing gene-altering proteins, nanoparticles, high-count spike proteins from long COVID-19, or other isolates introduced by mRNA or DNA vaccines, mRNA or DNA chemotherapies, or other novel mRNA or DNA pharmaceutical biotechnologies” or knowingly “use, receive, accept, ship, transfer, or administer” blood products or human tissue or organs that met the aforementioned criteria.

America’s Blood Centers (ABC) member Vitalant testified at a state legislative hearing and voiced concerns and opposition to the bill along with other organizations from the health care community. ABC also sent a letter to the Montana State Legislature expressing “strong opposition” to the bill and its potential for endangering patients’ lives. The ABC letter stated “[t]here “is no medical reason to prohibit blood donation from individuals who have received COVID-19 vaccination, and there is no scientific evidence that demonstrates adverse outcomes from the transfusions of blood products collected from vaccinated donors. Blood donations from individuals who have received a COVID-19 vaccine approved or authorized for use in the U.S. are safe for transfusion. On multiple occasions, the Food and Drug Administration has confirmed that there is no evidence to support concerns related to the safety of blood donated by vaccinated individuals.”

The complete letter is available on the ABC [website](#). Additional resources including a joint [statement](#) from the national blood community in January addressing misinformation concerning COVID-19 vaccines and blood donations, [talking points](#), and an ABC [FAQ](#) on blood donations and COVID-19 vaccines are available to member blood centers. 💧

RESEARCH IN BRIEF

Cost-Effectiveness of Fibrinogen Concentrate Vs. Cryoprecipitate. Authors of a [study](#) in *JAMA Surgery* “aimed to determine the cost-effectiveness of fibrinogen concentrate (FC) vs. cryoprecipitate in adult cardiac surgery patients in need of fibrinogen replacement to treat post-cardiopulmonary bypass (CPB) active bleeding related to acquired hypofibrinogenemia.” They evaluated “data collected as part of the Fibrinogen Replenishment in Surgery (FIBERS) trial.” The study included “costing data from Ontario-based hospitals only.” The researchers explained that “[e]conomic evaluation was conducted from the hospital perspective, capturing all medical costs incurred by patients from hospital admission. The cost of allogeneic blood products (ABPs) was also taken into consideration...The time horizon, the fixed time period for economic evaluation extended to discharge or 28 days post-surgery, whichever occurred first.” The authors noted that the “primary effectiveness outcome for the cost-effectiveness analysis was the number of ABPs administered within 7 days post-CPB. The secondary effectiveness outcome was ABPs administered within 24 hours of CPB...Per-patient medical costs over their hospital stay (up to 28 days post-surgery) were summarized by resource utilization category.” The study used a net benefit regression (NBR) was used “to build a multivariable model accounting for covariates...[T]he final sample included 495 patients. The researchers found that “there were numerically fewer ABP transfusions in the FC group vs. the cryoprecipitate group within the first 24 hours and 7 days post-surgery...Median (interquartile range [IQR]) total 7-day ABP cost was CAD \$2,280 (USD \$1,698) (IQR, CAD \$930 [USD \$693]-CAD \$4,970 [USD \$3,701]) CAD in the fibrinogen concentrate group and \$2,770 (USD \$2,063) (IQR, CAD \$1,140 [USD \$849]-CAD \$5,000 [USD \$3,723]) in the cryoprecipitate group.” The study also determined that “[s]imilar total costs were seen across the two treatment groups at 28 days post-surgery...In adjusted NBR, fibrinogen was cost-effective among elective patients (probability of cost-effectiveness 86 percent and 97 percent for willingness-to-pay (WTP) of 0 and CAD \$2,000 (USD \$1,489), respectively) and highly uncertain and not cost-effective (47

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RESEARCH IN BRIEF (continued from page 3)

percent and 41 percent) in nonelective patients.” The authors concluded that “this study showed FC to be cost-effective when compared with cryoprecipitate in most bleeding adult cardiac surgery patients with acquired hypofibrinogenemia requiring fibrinogen replacement.” It was noted that “[t]he generalizability of these findings outside the Canadian health system needs to be verified.”

Citation: Abrahamyan, L., Tomlinson, G., Callum, J., *et al.* [Cost-effectiveness of Fibrinogen Concentrate vs Cryoprecipitate for Treating Acquired Hypofibrinogenemia in Bleeding Adult Cardiac Surgical Patients.](#) *JAMA Surg* 2023.

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

BRIEFLY NOTED

According to data [reported](#) in the “National Hospital Flash Report: February 2023” from Kaufman Hall, hospitals are more “stable” than last year “following the worst financial year since the start of the pandemic. However, they still face a range of persistent challenges, including higher labor expenses, lower patient volumes, and a fundamental shift in where patients access care services.” The report also explained that “median Kaufman Hall Year-To-Date (YTD) Operating Margin Index reflecting actual margins -1.0 percent in January.” Other takeaways included:

- “[m]argins are down slightly from the end of 2022;
- [h]ospitals continue to experience lower volumes and higher expenses; [and]
- 2023 could represent a new normal for hospitals.

The full report is available [here](#).

(Source: Kaufman Hall, [National Hospital Flash Report: February 2023](#), 2/27/23) 💧



Upcoming ABC Webinars – Don’t Miss Out!

- **ABC Scientific, Medical, and Technical Committee Journal Club Webinar** – March 29 from 3-4 PM EDT. More information coming soon.





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INSIDE ABC

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

Save the Date: ABC Summer Summit & MD Workshop

Mark your calendars for the America's Blood Centers (ABC) [Summer Summit and Medical Directors Workshop](#) in St. Louis, Mo. The meeting will take place August 1st-3rd. Hotel [reservations](#) can be made now through the ABC block at Live! by Loews (St. Louis). Over the course of two days, attendees will hear case study rounds, engaging discussions, and have networking opportunities to connect with peers and colleagues. Additional details including registration information and a preliminary agenda are coming soon.

Participate in ABC's Blood Advocacy Week

ABC is hosting the inaugural [Blood Advocacy Week](#) April 24th-28th. This initiative reinforces ABC's commitment to advocacy and advancing policies that assist community blood centers. This virtual event aims to bring together members of the blood community, legislators, agency decision makers, advocates, providers, patients, and more to learn about and advance ABC's advocacy efforts on behalf of member blood centers. It includes the following:

- Monday, April 24th will be dedicated to discussing the current [status](#) of the nation's blood supply and trends impacting the collection and utilization of blood;
- Tuesday, April 25th will be dedicated to promoting the awareness of FDA donor [eligibility](#) changes impacting veterans and gay and bisexual men;
- Wednesday, April 26th will be ABC's virtual "Day on Capitol Hill." [Registration](#) is now open.
- Thursday, April 27th will be dedicated to examining changes that will expand early and increased access to blood, including in [pre-hospital](#) and [hospice](#) settings;
- Friday, April 28th will be dedicated to highlighting why increased [diversity](#) – racial, ethnic, and age – is important to patient care.

Additional updates will be provided in the coming weeks. If you or your organization is interested in becoming an official [advocacy partner](#), please contact [Jeff Gohringer](#), director of Strategic Communications and National Partnerships at ABC. ABC also encourages all member blood centers to register for the [2023 "Day on Capitol Hill"](#) on April 26th. This "virtual" day provides an opportunity for member blood centers to connect with members of Congress and their staffs to discuss the ongoing work at the blood center and the work done collectively by ABC and community blood centers to advance the ABC Advocacy Agenda. This event is a chance for individuals to let their voice be heard as ABC will arrange the virtual meetings for member blood centers with their members of Congress and provide additional resources to help inform them and their staff about the latest policies impacting the blood community. Take advantage of this opportunity to easily meet with your local Congressional leaders and build relationships. Each person from the blood center who would like to participate in the "Day on Capitol Hill" must register individually. ABC will arrange for group meetings but will need information for each person in attendance. Additional details, including the 2023 Advocacy Agenda, will be forthcoming. Please direct any questions to ABC Senior Director of Federal Government Affairs [Diane Calmus, JD](#).



MEMBER NEWS

Héma-Québec has [announced](#) a joint virtual symposium with Canadian Blood Services on April 20th that will “focus on the strategies to mitigate the risk of transfusion-transmitted infections following the removal of deferral criteria related to sexual orientation.” [Registration](#) is free and open to all and the [agenda](#) for the symposium is available as well. Stated objectives include:

- hearing “experts from countries which have moved to a gender-neutral, individualized risk assessment share their experience, including the steps that were undertaken to document the impact of this paradigm shift;”
- discussing “the impacts of various risk mitigation strategies on blood safety and costs, the impacts on the size of the donor pool, how these strategies are perceived by new donors, and how these changes have been monitored;
- “key stakeholders, including governmental partners, [sharing] their views on the risk of transfusion-transmitted infections following the removal of deferral criteria related to sexual orientation and what challenges lie ahead; [and]
- to shed light on other future or immediate needs regarding blood safety, key stakeholders will discuss measures implemented to mitigate the risks associated with pre- or post-exposure prophylaxis (oral or injectable) among new eligible donors, post-implementation surveillance, and the potential use of pathogen reduction technologies to remove behavi[o]ral, individualized donor screening questions.”

(Source: Héma-Québec [Announcement](#), 2/27/23) 💧

PEOPLE



Brian Rollefson has been named vice president of Human Resources and Staff Development at Community Blood Center (Appleton, Wis.) According to a blood center news release, Mr. Rollefson has “more than 24 years of experience leading team-based operations in time-sensitive and high-stakes situations in the private sector and military. He spent 21 years on active duty in the United States Air Force [and] [m]ost recently, he led the human resources team that works with operations within the Defense segment of Oshkosh Corporation. Mr. Rollefson is also a leadership cohort facilitator at the Center for Exceptional Leadership at St. Norbert College in De Pere, Wis.” John Hagins, president and chief executive officer of Community Blood Center added in the news release, “we are thrilled to have Brian join our team. His expertise, leadership and knowledge will be great assets to our senior leadership team and organization as a whole.”

(Source: Community Blood Center News Release, 3/3/23)

WORD IN WASHINGTON

The Administration [unveiled](#) its “[National Cybersecurity Strategy](#)” on March 2nd. The strategy is developed on five key pillars:

- “defend critical infrastructure;
- disrupt and dismantle threat actors;
- shape market forces to drive security and resilience;
- invest in a resilient future; and
- forge international partnerships to pursue shared goals.”

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WORD IN WASHINGTON (continued from page 6)

Also this week, a report from *Bank Info Security*, [stated](#) that the healthcare and public health were the most targeted sectors for ransomware attacks according to data from the Federal Bureau of Investigation (FBI).

(Sources: Administration [National Cybersecurity Strategy](#), 3/2/23; *Bank Info Security*, [Health care most hit by ransomware last year, FBI finds](#), 2/27/23) 💧

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.)

2023

Mar. 14. **U.S. Food and Drug Administration's (FDA) Center for Biologics Evaluation and Research (CBER) Office of Therapeutic Products (OTP) Advanced Manufacturing and Analytical Technologies (AMAT) for Regenerative Medicine Therapies (RMT) Workshop (Virtual)**. [Registration](#) is open. More information available [here](#).

Mar. 29. **ABC Scientific, Medical, and Technical Committee Journal Club Webinar**. More information coming soon.

April 20. **End of Selection Criteria Based on Sexual Orientation – International Symposium on Alternatives to Donation Deferral (Virtual)**. [Registration](#) is open. More information available [here](#).

April 24-28. **ABC Blood Advocacy Week**. More information available [here](#).

April 26. **ABC Day on Capitol Hill**. [Registration](#) is open. More information available [here](#).

April 26. **FDA Blood Products Advisory Committee (BPAC) Meeting (Virtual)**. More information available [here](#).

April 27. **FDA's CBER Office of Tissues and Advanced Therapies (OTAT) Public Listening Meeting: Methods and Approaches for Capturing Post-Approval Safety and Efficacy Data on Cell and Gene Therapy Products (Virtual)**. [Registration](#) is open. More information available [here](#).

May 9-11. **2023 ADRP Conference, Charlotte, N.C.** [Registration](#) is open. Additional information is available [here](#).

May 10-11. **29th IPFA/ Paul-Ehrlich-Institut[e] (PEI) International Workshop on Surveillance and Screening of Blood-borne Pathogens, Bologna, Italy**. More information available [here](#).

Aug. 1-3. **ABC Medical Directors Workshop and Summer Summit, St. Louis, Mo.** More information available [here](#).

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

Sept. 20-21. **2023 ADRP Master Class (Virtual)**. More information coming soon.

Oct. 9-11. **Advanced Medical Technology Association (AdvaMed) The MedTech Conference, Anaheim, Calif.** 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

POSITIONS

Registered Nurse. If you have a passion to join a team that is providing specialized and focused, cutting-edge therapeutic apheresis procedures in a one-on-one patient care environment, consider joining OneBlood as a **Registered Nurse.** OneBlood, a proven leader in blood banking, also needs dedicated nurses to join our organization to provide their exceptional nursing skills to the hospital's we support and their patient care needs. This position includes a competitive benefit package, 403(b) retirement plan with company contribution PLUS a company match, paid time off, cell phone stipend, mileage reimbursement, tuition assistance, professional growth and much more. This position will be based out of the St. Petersburg/Tampa area, close to some of the most gorgeous beaches in the nation! If you want to join our life saving mission and team of dedicated employees, visit our **Careers** page at www.oneblood.org to learn more. OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

Medical Technologists Needed with experience working in a Molecular Lab! OneBlood is currently recruiting for a Medical Technologists to work in our Reference Lab in St. Petersburg, Florida. This position will perform basic through advanced testing serologic and molecular (ex: HEA, HLA, RHD, RHCE, NGS) procedures on patient and/or donor samples and interpret results in accordance with regulatory guidelines and organizational policies and procedures. Applicants must have a bachelor's degree in a biological science or related scientific field from an accredited college or university or an equivalent combination of education, certification, training and/or experience. Applicants must also have a valid and current Florida Clinical Laboratory Technologist license, or eligible, in Immunohematology or Blood Banking. To apply and view a complete Job Description of these positions, go to www.oneblood.org and click on the **Careers** tab. OneBlood, Inc. is an Equal Opportunity Employer/Vet/Disability.

Manager of Donor Resources. The Blood Connection is seeking a Manager of Donor Resources in Asheville, NC, Raleigh, NC, and Greenville, SC to provide oversight to our recruitment teams within these divisions. This position directs Account Managers and Business Development Representatives to strategically manage our existing portfolio of blood donor groups and new business to reach collection targets. The Manager of Donor Resources monitors progress to goal proactively and effectively coaches and manages the team to success. The ideal candidate will have a strong background in territory management and team building. Candidates must possess excellent interpersonal, analytical, and strategic planning abilities. We offer an exceptional benefits package including a generous 401k match, 30 days PTO, company bonuses, tuition reimbursement, cell phone stipend, and

yearly increases. Join one of the fastest growing blood centers in the country and help make an impact in your community today! How to apply: [Manager of Donor Resources](#)

Director of Finance. LifeSouth Community Blood Centers is seeking an experienced CPA for our Director of Finance position in Gainesville, FL. The Director is responsible for ensuring the stability of LifeSouth's finances through planning, directing, and controlling financial functions, including establishing appropriate control environments, preparing financial reports for management, financial analysis, overseeing development and implementation of effective financial and accounting systems. This position oversees all staff in the Accounting and Purchasing departments. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. <https://www.lifesouth.org/work-at-lifesouth/>

Compensation and Benefits Manager. LifeSouth Community Blood Centers is seeking an experienced Compensation and Benefits Manager to join our Human Resources team at our headquarters in Gainesville, FL. This position is responsible for facilitating the organization's compensation and benefits programs as well as providing strategic leadership for its administration, including enrollment, maintenance, and compliance with regulations. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. <https://www.lifesouth.org/work-at-lifesouth/>

Regional Manager. LifeSouth Community Blood Centers is seeking a highly skilled leader with proven management experience and a passion for making a difference. The Regional Manager for McDonough, Ga. is responsible for overseeing daily operations of the region, is organized and decisive, and can motivate the team to reach daily and long-range collection goals. Join our team and help us continue our dedication to making sure the blood is there when you or your family is in need. Visit our careers page to learn more about this position and to apply. <https://www.lifesouth.org/work-at-lifesouth/>

Executive Director, Operations – Eastern Wisconsin/UP Michigan. The Community Blood Center (CBC) (a division of Midwest Blood Centers, Inc. (MBC)) is looking to hire an Executive Director, Operations – Eastern Wisconsin/UP Michigan. Responsible for achieving the organizational objectives of the business unit within (CBC). This includes collaborating with executive-level management in the development, oversight and expansion of blood recruitment, collections, manufacturing and

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POSITIONS (continued from page 8)

hospital services activities. Accountable for ensuring operations are compliant with all applicable regulations, standards, and organizational policies. Create an engaged, collaborative and productive culture while ensuring blood donors and blood drive sponsors receive exceptional service. At CBC, we lead our teams while keeping our mission, vision, and values at the forefront of all that we do. As a leader, you will inspire, train and collaborate with those in your department accordingly in addition to focusing on the organization's strategic goals. Essential duties include develop, implement and monitor day to day operational systems and processes in the areas of field donor recruitment, blood donor collections, manufacturing and hospital services. Participate in strategic and annual planning of the organization. Provide the processes, infrastructure, staff and training to ensure exceptional, skillful and knowledgeable services are provided. Effectively initiates, implements and manages change within the organization. Read full job description and apply: <https://www.communityblood.org/currentopenings/executive-director-operations/>.

Medical Director (Oklahoma City, Oklahoma). The Our Blood Institute, a large, successful blood center servicing Oklahoma, Arkansas, Texas and beyond, seeks qualified candidates for the position of **Medical Director**. Successful applicants must be **board-certified AP/CP or CP-only pathologists with board certification/eligibility** in Blood Banking/Transfusion Medicine. The Medical Director will work with the Chief Medical Officer (CMO) and other Medical Directors to direct and supervise key staff with the obligation to ensure that the quality of all products manufactured is in compliance with all regulatory requirements. In conjunction with the CMO and other staff, the Medical Director exercises control over the Institute's operations regarding all matters relating to compliance. The FACT Facility Medical Director shall have postgraduate training in cellular therapy practices and two years of practical experience in product collection, preparation, and clinical use of cell therapy products. If you are a doctor looking both to deliver excellence patient and donor care via multifaceted transfusion medicine organization and to reimagine the mission of blood banking in meeting community needs for connectivity, compassion, altruism and healing, this could be the perfect job for you. Salary Range: Competitive salary with excellent benefits package including health, dental, vision, and life insurance, 401(k), paid time off, and holiday pay. **How to apply:** <http://obi.org/careers>

Territory Sales Consultant (Tulsa, Oklahoma). 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 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://obi.org/careers/>.

Director, Scientific and Technical Operations. America's Blood Centers (ABC), North America's largest network of community-based, independent blood programs, is seeking a **Director, Scientific and Technical Operations**. The position will lead the association's evaluation and response to new Scientific, Medical, Technical Operations, Quality and Regulatory (SMTQR) developments, including the development of programs and resources. The position will report directly to the Senior Director, Federal Government Affairs, providing strategic guidance on emerging trends in the blood community and transfusion medicine to help shape strategies that leverage the ABC membership to drive ABC's advocacy work. Primary Responsibilities: Direct the development of programs and resources that support member activities in SMTQR and operational areas, including Journal Club, *Blood Bulletin*, workshops, and webinars. Convene ABC members to share best practices and collaborate in advancing ABC's advocacy agenda and hot topics of importance to blood centers. Assist in the analysis of new standards, guidelines, and regulations. Provide consultative services to ABC member requests for information and assistance in SMTQR areas. Serve as the primary staff liaison to the ABC Quality Committee and subcommittees, and Quality and HR Forums. Oversee ABC's research, benchmarking, and survey programs, including the use of the data to improve member blood center operations and the identification of best practices. Educational Requirements: Bachelor's required. Experience, Knowledge, Skills, and Abilities: A

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POSITIONS (continued from page 9)

minimum of five years of experience in blood banking, with emphasis in any of the areas of scientific, medical, quality, technical operations, and/or regulatory affairs. Blood center operational experience a plus. Possesses demonstrated analytic and communication skills. Strong customer service orientation and ability to navigate and respond to sensitive/difficult situations. Self-motivated, flexible, creative, innovative, and goal oriented. This position is virtual. Click [here](#) to view the full job description. Interested applicants should send a cover letter and resume to careers@americasblood.org.

Chief Executive Officer (Flowood, MS). Mississippi Blood Services makes a difference in people's lives every day. With the support of the community and voluntary blood donors, we have been serving the needs of hospital patients since 1979. To help us meet our mission, as part of a planned retirement, we are looking for a new Chief Executive Officer with the necessary expertise to direct all functions of the corporation in accordance with Board directives and regulatory guidelines in order to attain strategic objectives. The CEO will provide leadership to provide exceptional service and products to hospitals giving maximum consideration to the safety and efficiency of those products and services, direct overall operation of the corporation, ensure implementation of established policies and acts as liaison with the Board of Directors, and maintain positive relationships with the business and medical community, civic groups, and other blood banking organizations. Education and/or Experience: Bachelor's degree (B.A.) or higher from a four-year college or university; 10 years of related experience preferably with either large nonprofits or blood services/products organizations; or equivalent combination of education and experience. Click [here](#) to view the full job description. Mississippi Blood Services is an equal opportunity employer and makes employment decisions without regard to race, color, sex, religion, national origin, age, disability, veteran status, genetic information, sexual orientation or gender identity. Please submit cover letter, resume and salary requirements to Kiffany Lee, Director of Human Resources klee@msblood.com. 💧

