

# A B C N E W S L E T T E R

Prediction Tool for Vasovagal Reactions Analyzed

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Researchers in Japan <u>published</u> a paper in *Vox Sanguinis* that described the development of a scoring system for blood donors that could be used as a tool to predict a vasovagal reaction (VVR). The authors explained that the scoring system included, "registration information such as donor status, age, and estimated blood volume (EBV)." The paper also noted, "pre-syncopal and syncopal symptoms as well as on- and off-site reactions." The research-



**FIGURE 3** Predicted vasovagal reaction (VVR) rates of first-time donor (FT), repeat donor with no history of VVR (Rep 0), repeat donor with a history of one episode of VVR (Rep 1) and repeat donor with a history of two or more episodes of VVR (Rep 2). First-time donation and previous donation reactions equally influenced VVR.

ers categorized donor status into, "four groups: first-time donors (FT), repeat donors with no history of VVR (Rep 0), repeat donors with a history of one episode of VVR (Rep 1), and repeat donors with a history of two or more episodes of VVR (Rep 2)."

The two datasets of study participants either presented to donate whole blood between January and December 2019 (n=361,114) or between January and August 2020 (n=216,211). The authors explained that whole blood donations in Japan consist of either 200 mL or 400 mL, but the former were not eligible for the study, "because they were fewer and less likely to develop [a] VVR than those requesting 400 mL whole blood donation." They described donor characteristics captured from the database as, "age, sex, body weight and height, systolic blood pressure (sBP), diastolic blood pressure (dBP), pulse rate (PR), donation history (first-time or repeat), sleeping and fasting time, number of VVR experiences in past donations, and donation site (mobile or fixed). Height, weight, and sleeping time were self-reported by the donors at the time of donation. Fasting time was calculated by subtracting the self-reported last mealtime from the start time of blood collection. sBP, dBP, and PR were measured before blood collection using fully automated sphygmomanometers."

For this study, the researchers defined a VVR occurrence as, "general feeling of discomfort and weakness with anxiety, dizziness, and nausea related to blood donation, which may progress to loss of consciousness. The presence of [a] VVR was confirmed by the blood collection staff on the basis of symptoms and vital signs. Off-site reactions were recorded only if the donors notified [the blood center] voluntarily."

#### Prediction tool for vasovagal reactions analyzed (continued from page 1)

Both pre-syncopal symptoms and syncopal reactions were considered a VVR in this study. "Permutation variable importance (PVIMP) [was] defined as the decrease in the prediction performance of a model when the value of a single variable is randomly shuffled." The authors explained that, "PVIMP showed that the most important variable was the donor status, followed (in order) by age, EBV, height, sBP, SI, dBP, PR, sex, donation site, fasting time and sleeping time."

The study found that while donor status and age were the most important variables, that also a, "positive systematic linear relationship [existed] between the two variables, with higher scores indicating a higher incidence of VVR (p for trend <.001)...Overall, VVR occurred in 0.50 percent of donors. VVR rates in groups with scores of 0, 1, 2, 3, 4 and 5 or more were 0.09 percent (95 percent CI: 0.081 percent–0.10 percent), 0.33 percent

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FIGURE 1 Permutation variable importance of each variable. How much the variable contributes to improving the predictive accuracy of the model is shown. BP, blood pressure; EBV, estimated blood volume.

(95 percent CI: 0.31 percent–0.36 percent), 0.87 percent (95 percent CI: 0.78 percent–0.96 percent), 1.17 percent (95 percent CI: 1.05 percent–1.30 percent), 2.15 percent (95 percent CI: 1.98 percent–2.32 percent), and 3.11 percent (95 percent CI: 2.90 percent–3.34 percent), respectively."

The researchers concluded that, "donor status was identified as the most important risk factor for VVR, and first-time donation and previous donation reactions equally influenced VVR. The importance of the first-time donor status is well-established...Age was the next most important variable for VVR. Unexpectedly, we found that sex was not an important variable compared with donor status, age, and EBV...Our finding suggests that upon whole blood donation, height may replace sex as a risk factor for VVR; otherwise, our EBV formula needs to be corrected by height for VVR estimation. We may also need to devise a new EBV formula, especially for Asian populations, reflecting height more efficiently." Limitations of their research included that the scoring system was created using data from a single blood center and, "it is important to analy[z]e reactions across the time-course of blood donation; however, owing to the limited number of samples of off-site reactions, we were unable to analy[z]e them separately."

**Citation**: Hashizume, T., Kondo, G., Ishimaru, F., *et al.* "Development and validation of a scoring system to predict vasovagal reaction upon whole-blood donation." *Vox Sanguinis*. 2023

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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 recognizes 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: \$420

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#### Student Organizations Unite with ABC to Raise Awareness of Blood Donation During NBDM

Leaders at HOSA-Future Health Professionals and Health Professions Week joined America's Blood Centers in recognizing National Blood Donor Month (NBDM) and thanking current blood donors, while raising awareness of the ongoing need for blood. In the joint news release issued this week, the organizations called attention to the instrumental role that school blood drives play in maintaining the nation's blood supply and promoted the need for young donors to make blood donation a habit. "NBDM brings a time to recognize the tremendous impact made through the HOSA-Future Health Professionals and America's Blood Centers partnership and bring awareness to the ongoing need for support. We are proud of the HOSA chapters across the country who donated more than 21,000 units last year resulting in lives saved and positive career experiences for our members," said Sarah Walters, executive director of HOSA-Future Health Professionals in the news release. "We look forward to continuing this valued partnership which exemplifies the power of effective collaboration as local HOSA chapters and their blood centers work together to ensure all are doing their part to support a sustainable blood supply and future health workforce." Mandy Nau, executive director of Health Professions Week added in the news release, "Health Professions Week celebrates the diverse and vital roles of the many health professionals in our society. One of the ways we can show our appreciation and gratitude is by supporting NBDM, which aims to raise awareness of the need for blood donations and to encourage people to donate blood regularly. Blood donations save lives every day, and we are proud to recognize the students who volunteer to organize blood drives, the phlebotomists who take care of patients, and the work of America's Blood Centers, whose members provide blood and blood products to more than 3,500 hospitals and healthcare facilities across the country. We thank them for their dedication and service to our communities."

(Source Joint <u>News Release</u>, 1/10/24) •



#### STATE ADVOCACY BRIEFS

The Kentucky General Assembly House of Representatives recently introduced a bill titled, "An Act Relating to Blood Donation." The proposed bill regarding COVID-19 vaccines and infections would "require blood establishments to test for COVID-19 antibodies, evidence of lipid nanoparticles, and spike protein; require the administrator of any blood establishment to inquire on the donor history questionnaire whether a donor has received a COVID-19 vaccine or mRNA vaccine; require a donor to provide the name of the manufacturer of the COVID-19 vaccine the donor received; establish deferral periods for donors who have received a live attenuated COVID-19 vaccine or for donors who do not know the manufacturer of the COVID-19 vaccine the donor so for donors who have received a diagnosis of COVID-19 or are displaying symptoms of COVID-19." Additionally, the bill would, "require blood establishments to include on the label for blood collected the laboratory test results for COVID-19."

(Source: Kentucky House of Representatives Proposed Bill, 1/5/24)

#### WORD IN WASHINGTON

The Centers for Medicare & Medicaid Services (CMS) <u>published</u> a final rule in the *Federal Register* on December 28<sup>th</sup> titled "Clinical Laboratory Improvement Amendments of 1988 (CLIA) Fees; Histocompatibility, Personnel, and Alternative Sanctions for Certificate of Waiver Laboratories." The rule "clarifies and updates CLIA regulations that protect the health and safety of laboratory consumers and address the financial stability of the CLIA program. Specifically, the final rule:

- adjusts laboratory fees to provide sustainable funding for the user-fee-funded CLIA program;
- revises certain requirements for both the histocompatibility test specialty as well as personnel qualifications and responsibilities for CLIA laboratories; and
- provides additional discretion to CMS by allowing it to impose alternative sanctions against non-compliant Certificate of Waiver laboratories, rather than being limited only to imposing principal sanctions of revocation, suspension, or limitation of a laboratory's CLIA certificate.

(Source: CMS Final Rule, 12/28/23)

A January 3<sup>rd</sup> notice published in the *Federal Register* by the U.S. Food and Drug Administration (FDA) announced the availability of the "FDA's Draft Report and Plan on Best Practices for Guidance." The agency explained that the, "draft report responds to the Consolidated Appropriations Act of 2023, which directs FDA to issue a report identifying best practices for the efficient prioritization, development, issuance, and use of guidance documents and a plan for implementation of such best practices. It also directs FDA to publish a draft report and plan no later than one year after enactment of the Consolidated Appropriations Act and to consult with stakeholders in developing the report and implementation plan." The FDA is seeking "input on whether there are any additional circumstances, categories of guidance documents, or topics for guidance for which it may be appropriate and consistent with the FD&C Act and FDA's GGP regulation for FDA to consider issuance as a Level I guidance document for immediate implementation without prior public comment," and also, "whether there are additional categories or types of guidance process and allow [FDA] to better leverage its resources for the timely development of more guidance documents." Comments on the draft report and plan are due by March 4<sup>th</sup>.

(Source: Federal Register Notice, 1/3/24)

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#### WORD IN WASHINGTON (continued from page 4)

**The FDA published a draft guidance titled "Potency Assurance for Cellular and Gene Therapy Prod-ucts.**" According to the agency, the draft guidance, "provides recommendations for developing a scienceand risk-based strategy to help assure the potency of a human cellular therapy or gene therapy (CGT) product. A potency assurance strategy is a multifaceted approach that reduces risks to the potency of a product through manufacturing process design, manufacturing process control, material control, in-process testing, and potency lot release assays. The goal of a potency assurance strategy is to ensure that every lot of a product released will have the specific ability or capacity to achieve the intended therapeutic effect." <u>Comments</u> are due by March 27<sup>th</sup>. A webinar recording serving as a high-level overview of the guidance is <u>available</u>.

(Source: FDA Draft Guidance, 12/28/23)

The U.S. Department of Health and Human Services (HHS) <u>published</u> a blog recognizing January as National Blood Donor Month and encouraging eligible individuals to donate blood. HHS Assistant Secretary for Health Admiral Rachel Levine, MD is the author of the blog post that raises awareness of the need for blood donations. "To help make sure we all have blood when we need it, I helped launch the U.S. Department of Health and Human Services campaign <u>Giving = Living</u>. Through moving personal stories, the campaign highlights individuals who share how blood donations saved their lives during military service, accidents, medical emergencies, and chronic illnesses. This year's National Blood Donor Month theme is Celebrating Diversity, Inclusivity and Equity in Blood Donation. The theme emphasizes that although all Americans are encouraged to donate blood, it is especially important for people from diverse backgrounds to do so. This helps ensure that people who have rare blood types have compatible blood available to them when they need it...I hope you will join me in spreading the message about the importance of donating blood."

(Source: <u>HHS Blog</u>, 1/9/24) ♦

#### PEOPLE



**Becky Butler Cap, MBA** has been named Senior Vice President of Biotherapies at Vitalant. According to an organization news release, Ms. Cap will, "spearhead the creation and growth of innovative service lines to support the development of novel biotherapeutics for patient care," in this role and, "oversee the current portfolio of services for biotherapy developers, initially focused on product sourcing, processing, storage and management, [while working] with Vitalant's network to develop others." She most recently served as the, "senior vice president for BioBridge Global and as the

chief operating officer of GenCure, a subsidiary of BioBridge. During her tenure, she secured startup funding for contract biomanufacturing, grew that business, and drove the growth of BioBridge Global's Advanced Therapies footprint." Ms. Cap received her, "bachelor's degree from Harvard University and an MBA from Boston University Graduate School of Management. She has served on advisory and operating boards for non-profit and for-profit organizations and national and international professional societies. Currently, she is on the advisory board for Velocity Tx, a startup engine and incubator, and the IP Advisory Committee for the Texas Biomedical Research Institute. She is also active in national and international professional organizations in the cell and gene therapy space."

(Source: Vitalant <u>News Release</u>, 1/11/24) •







**RESEARCH IN BRIEF** 

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Fewer Transfusion Reactions Seen with Prestorage Leukoreduction. A retrospective study in Laboratory Medicine aimed "to report the incidence and types of transfusion reactions seen in cancer patients receiving prestorage versus poststorage whole blood-derived (WBD) platelets while being monitored by a real-time hemovigilance program." The authors noted that a, "quality improvement project was conducted [at a] large cancer center in the U.S. [in which] all patients receiving a blood product [were] virtually monitored by trained nurses from a remote hemovigilance unit from the time of initiation of transfusion until 12 hours posttransfusion." The study took place, "[b]etween March 2021 and August 2021, 371 patients received 792 conventionally produced poststorage WBD platelets (RDP) transfusions, and 423 patients received 780 Acrodose/WBD transfusions." The authors explained that the study, "identified 26 transfusion reactions in the RDP group: 15 febrile nonhemolytic transfusion reactions (FNHTRs), six allergic, and five transfusion-associated circulatory overload (TACO)...In contrast, only 12 transfusion reactions occurred in the Acrodose/WBD group: six FNHTRs, two allergic, and four TACO...The overall rate of FNHTR and allergic reactions in cancer patients who received RDP was 2.65 percent (21/792)...In comparison, the overall rate of FNHTR and allergic reactions in the Acrodose/WBD group was lower at 1.03 percent (8/780)." The researchers found, "[u]sing the  $\chi^2$  test, [that] the incidence of FNHTR was significantly lower in the Acrodose/WBD group than in the RDP group at the 95 percent confidence interval ( $\gamma 2 = 3.772$ , P = .026 [one-tailed])...Results of the Fisher exact test indicated differences were also significant at the 95 percent confidence level (P = .0412) using a one-tailed test...Although allergic reactions tended to be lower in Acrodose/WBD group, the differences were not statistically significant using the Fisher exact test...However, the  $\chi^2$  value was 1.949 (P = .0813), which was significant only at the 90 percent confidence interval using a one-tailed test... The rate of TACO was similar between the RDP (0.63 percent) and Acrodose/WBD (0.51 percent) groups." The authors concluded that, "this quality improvement project, indicates that Acrodose/WBD transfusions were associated with fewer adverse effects than RDP transfusions. Increased use of Acrodose/WBD platelets has the potential to improve transfusion safety, enhance patient experience, and provide cost savings."

**Citation**: Park, N., Correa Medina, M., Martinez, F., *et al.* "<u>Trend towards reduction of transfusion reac-</u> tions using prestorage leukocyte-reduced and pooled whole blood-derived platelets and cost savings compared with poststorage whole blood-derived random platelets as evidenced by real-time hemovigilance." *Laboratory Medicine*. 2024.

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

#### Upcoming ABC Webinars & Virtual Events – Don't Miss Out!

- America's Blood Centers (ABC) Quality Assurance (QA) Education Webinar: QA Back to Basics – Part 2 – Jan. 16<sup>th</sup>. More information available to ABC Members including a link to registration in <u>MCN 23-103</u>.
- ABC & ADRP, the Association for Blood Donor Professionals Webinar: Unlocking the Power of Personal Stories Jan. 17<sup>th</sup>. <u>Registration</u> is open. More information available <u>here</u>.
- **ABC WELC Webinar: Harness Your Authenticity** Jan. 18<sup>th</sup>. More information available to ABC Members, including a link to registration in <u>MCN 23-102</u>.







## America's Blood Centers<sup>\*</sup> 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 staffs only, unless otherwise specified.

### Register for ABC QA Back to Basics Part 2 Webinar

ABC will host its next Quality Assurance (QA) Education Webinar: QA Back to Basics – Part II on January 16<sup>th</sup> at 3 p.m. EST. <u>Registration</u> is open and free for ABC members. This is the second webinar in a twopart series exploring the essentials of several QA topics as they relate to the blood community. This event will feature Ashley Foltz and Abby Huntrods presenting on:

- equipment qualifications and validations; and
- standard operating procedure (SOP) development and validation.

Please contact ABC Director of Scientific and Technical Operations <u>Betzy Gonzalez, MS, BB(ASCP)</u>, with questions.

(Source: MCN <u>23-103</u>, 12/19/23)

#### **Register for the ABC WELC Webinar Featuring Kristin Hadeed**

America's Blood Centers (ABC) <u>Women's Executive Leadership Community</u> (WELC) will host its next <u>webinar</u>, titled "Harness Your Authenticity," on January 18<sup>th</sup> at 2 p.m. EST. This virtual event is designed to have participants:

- challenge their mindset;
- find their sweet spot;
- own their growth;
- have courageous conversations; and
- just be human.

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This webinar will provide attendees with tools and information to open yourself to new ideas, be fully present in your work, and establish meaningful connections and results. A workbook of exercises related to the webinar is available to attendees.

Ms. Hadeed is, "[a] nationally featured leadership speaker and author. She believes that authentic, human leadership can change the world. Her work has been featured in news outlets including PBS, FOX, Inc., NBC, *TIME*, and *Forbes*. Ms. Hadeed's book, 'Permission To Screw Up,' has sold more than 50,000 copies worldwide. Her first TED Talk has more than three million views on YouTube."

(Source: <u>MCN 23-102</u>, 12/14/23)

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**INSIDE ABC** (continued from page 7)

#### Program Available for 2024 ABC Annual Meeting

<u>Registration</u> is open for the ABC <u>2024 Annual Meeting</u> and the <u>program</u> is available. The meeting will take place March 4<sup>th</sup>-6<sup>th</sup> in Arlington, Va. at the Ritz-Carlton in Pentagon City and features several exciting changes, including expanded content offerings and a new format. With a focus on advocacy, leadership, operations, and science and medicine, the program will feature a mix of general and breakout sessions, external speakers and blood center-led case studies, committee and council meetings, networking events, and more. *Awards of Excellence* (AoE) winners will be <u>recognized</u> throughout the Annual Meeting and at a reception on Capitol Hill, where we can celebrate their achievements with fellow meeting attendees, members of Congress and their staff, our federal agency partners, Blood Advocacy Week partners, and more. Secure your <u>room</u> today to take advantage of the group rate. The deadline to book a room is February 16<sup>th</sup>. <u>Sponsorship</u> opportunities are also available. <u>Contact us</u> with any questions.

#### **Registration Is Open for 2024 ADRP Annual Conference**

Register today for the 2024 ADRP Annual Conference! Join more than 400 blood center professionals in St. Louis, Mo. May 14<sup>th</sup>-16<sup>th</sup> at The St. Louis Union Station Hotel. Take advantage of the member-only early bird discount rate by registering by January 31<sup>st</sup>. This year's conference will feature keynotes Jason Kotecki, an expert at helping people "Escape Adulthood" in order to beat burnout and become more innovative and creative by breaking rules that do not exist, and Candy Whirley, a recognized motivational speaker, leadership, and team building expert. The 2024 ADRP Annual Conference is your opportunity to gain insights into industry trends, exchange ideas, and share information with your peers, while taking advantage of networking opportunities. Attendees will be able to participate in pre-conference workshops, educational sessions, roundtables, and have access to an expansive exhibit hall. Learn more about available exhibitor and sponsorship opportunities. Remember to book your hotel room by April 19<sup>th</sup> for the discounted rate. Please contact <u>us</u> with questions.

NEW on CollABOrate COLLABORATE SHARE STRATEGIC ADVICE | SOLVE CHALLENGES | DEVELOP NEW APPROACHES

Recent discussion topics on the ABC <u>CollABOrate</u> Online Member Community include:

- <u>Blood Group Antigen Screening for Recruitment Purposes Only</u> (MEMBER RESOURCES)
- <u>Alternative Phlebotomy Arm Scrub</u> (COLLECTIONS & DONOR SERVICES)
- <u>Hgb Results</u> (COLLECTIONS & DONOR SERVICES)
- <u>Venipuncture Loss Rates</u> (COLLECTIONS & DONOR SERVICES)
- <u>Cold Storage Platelets</u> (TECHNICAL DIRECTORS)

ABC members are encouraged to login and join the conversations today!



#### CALENDAR

Note to subscribers: Submissions for a free listing in this calendar (published weekly) are welcome. Send information to <u>newsletter@americasblood.org</u>. (For a more detailed announcement in the weekly "Meetings" section of the newsletter, please include program information.)

#### 2024

Jan. 16. America's Blood Centers (ABC) Quality Assurance (QA) Education Webinar: "QA Back to Basics – Part 2" (Virtual). More information available to ABC Members including a link to registration in <u>MCN 23-103</u>.

Jan. 17. ABC & ADRP, the Association for Blood Donor Professionals Webinar: "Unlocking the Power of Personal Stories" (Virtual). <u>Registration</u> is open. More information available <u>here</u>.

Jan. 18. ABC Women's Executive Leadership Community Webinar: "Harness Your Authenticity" (Virtual). More information available to ABC Members including a link to registration in <u>MCN 23-102</u>.

Feb.7-8. International Plasma and Fractionation Association & EBA Symposium on Plasma Collection and Supply. Leiden, Netherlands. <u>Registration</u> is open. More information available <u>here</u>.

Mar. 4-6. ABC Annual Meeting, Arlington, Va. Registration is open. More information available here.

April 11-12. International Haemoviglance Network Symposium. Athens, Greece. <u>Registration</u> is open. More information available <u>here</u>.

April 12-13. BEST Meeting. Amsterdam, Netherlands. More information coming soon.

April 17-18. ABC Quality and Technical Workshop, St. Louis, Mo. <u>Registration</u> is open. More information available <u>here</u>.

May 14-16. 2024 ADRP Annual Conference, St. Louis, Mo. Registration is open. More information available here.

May 15-16. International Plasma and Fractionation Association/Paul-Ehrlich Institut[e] 30<sup>th</sup> International Workshop on Surveillance and Screening of Blood-borne Pathogens, Aarhus, Denmark. <u>Registration</u> is open. More information available <u>here</u>.

June 7-8. 2024 South Central Association of Blood Banks (SCABB) Annual Meeting and Exhibit Show, Orlando, Fla. More information coming soon.

June 23-27. **38<sup>th</sup> International Society of Blood Transfusion (ISBT) Congress. Barcelona, Spain.** <u>Registration</u> is open. More information available <u>here</u>.

Sept. 4-6. American Society for Clinical Pathology (ASCP), Chicago, Ill. More information coming soon.

Sept. 30- Oct. 3. American Association of Tissue Banks (AATB), Denver, Colo. More information coming soon.

Oct. 19-22. Association for the Advancement of Blood & Biotherapies (AABB) Annual Meeting, Houston, Texas. More information coming soon.

#### CLASSIFIED ADVERTISING

Classified advertisements, including notices of positions available and wanted, are published free of charge for a maximum of three weeks per position per calendar year for ABC 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: <a href="mailto:newsletter@americasblood.org">newsletter@americasblood.org</a>

#### POSITIONS

Vice President, Quality & Regulatory Affairs (VPORA). The Vice President, Quality & Regulatory Affairs (VPQRA) leads the Organization's adherence to regulations and standards established by governing agencies (AABB, FDA, CLIA, State, OSHA, NRC, EU, etc.). Kentucky Blood Center is seeking qualified candidates to fill this key executive leadership role which is responsible for our Quality Assurance (QA) program and regulatory compliance activities. The position has oversight of the QA department and team, and reports to the CEO. Qualifications include MLS/CLS (ASCP) with preference given to candidates with a graduate degree, and blood banking experience. Relocation to the Lexington, Kentucky area required (assistance provided). For more information or to apply, visit https://www.kybloodcenter.org/about-us/careers

Account Manager, Blood Processing Solutions (Macopharma USA). Macopharma is a worldwide innovative Health Care Company specializing in Transfusion Medicine and Cellular Therapy. For more than 45 years, Macopharma has achieved continuous growth and success in these fields. In all our activities, we focus on the improvement of human health outcomes. This position is responsible for developing and maintaining relationships that lead to sales of blood filters, equipment, and related products. Travel required three to four nights per week. Must live near a major airport. Knowledge of blood transfusion and blood center operations essential. Key Responsibilities: Develops and implements strategies to maintain and/or expand sales within an assigned territory. Prepares a plan for each customer to identify needs and how Macopharma Blood Product Solutions can support the customer's success. Contacts customers regularly to maintain account relationships, advise of new product and service offerings, and obtain feedback on products. Provides post implementation support to assigned customers. Participates in trade shows. Contributes to business forecasting providing accurate trends and future client needs. Profile: Bachelor's degree. Five (5) years' experience in blood banking/medical device/cellular therapy. Three (3) years proven documented sales success. O365 proficient. Qualified applicants may request job description and send resume to resumes@macopharmausa.com.

Hospital Services and Manufacturing Manager. The Blood Bank of Alaska (BBA) is looking for a Hospital Services and Manufacturing Manager. The Hospital Services and Manufacturing Manager is responsible for ensuring there is an adequate blood supply to meet customer needs. Overseeing import of needed blood components and actively exporting excess blood products, as needed. Ensuring blood products are stored and monitored in compliance with FDA, AABB and Blood Bank of Alaska's (BBA) regulatory requirements. Ensuring adherence and compliance to BBA's Standard



Operating Procedures (SOPs). Overseeing the processing, packing, and shipping of blood products. Overseeing the quality control program for storage of blood products. This position is full-time exempt. The Blood Bank of Alaska offers competitive wages and an exceptional benefits plan. We offer medical, dental, vision, life, and short/long term disability programs to qualified employees. Educational assistance, paid annual leave and holidays and a 401 (k) program are also available. The Blood Bank is an equal opportunity employer. Qualified applicants are considered for employment without regard to race, color, religion, national origin, age, disability, marital/veteran status, or any other legally protected status. Interested candidates please apply online at https://bloodbankofalaska.apscareerportal.com. A complete job description can be found there as well.

Director of Hospital Services and Manufacturing. The Blood Bank of Alaska is looking for a Director of Hospital Services and Manufacturing. The Director of Hospital Services and Manufacturing is responsible for ensuring alignment of teams with organizational goals and compliance with regulatory guidelines. Participates as a member of the blood bank's management team in planning, program formulation and decision making with reference to the role, functions and technical support of the manufacturing and distribution of blood products. Fosters and enhances customer hospital relations. This person ensures a dedicated focus on the production and distribution of quality products in a timely manner while providing the highest level of customer service. Also ensures all procedures are followed and promotes a positive work environment. This position is full-time exempt. The Blood Bank of Alaska offers competitive wages and an exceptional benefits plan. We offer medical, dental, vision, life, and short/long term disability programs to qualified employees. Educational assistance, paid annual leave and holidays and a 401 (k) program are also available. The Blood Bank is an equal opportunity employer. Qualified applicants are considered for employment without regard to race, color, religion, national origin, age, disability, marital/veteran status, or any other legally protected status. Interested candidates please apply online at https://bloodbankofalaska.apscareerportal.com. A complete job description can be found there as well.

Laboratory Services Manager. The Blood Bank of Alaska is looking for a Laboratory Services Manager. Under the general direction of the Director of Laboratory Services, this person is responsible for oversight of daily laboratory operations ensuring that laboratory product QC and donor test results meet CLIA, AABB and FDA compliance standards/regulations for the manufacture of blood products. The Laboratory Services Manager is also responsible for oversight of laboratory personnel. This position is full-time exempt. The Blood Bank of Alaska

#### POSITIONS (continued from page 10)

offers competitive wages and an exceptional benefits plan. We offer medical, dental, vision, life, and short/long term disability programs to qualified employees. Educational assistance, paid annual leave and holidays and a 401 (k) program are also available. The Blood Bank is an equal opportunity employer. Qualified applicants are considered for employment without regard to race, color, religion, national origin, age, disability, marital/veteran status, or any other legally protected status. Interested candidates please apply online at <u>https://bloodbankofalaska.apscareerportal.com</u>. A complete job description can be found there as well.

**Manager of Donor Services.** The Blood Connection is seeking a Manager of Donor Services for our operations based out of Rock Hill, SC. This position will oversee donor collection operations within their assigned divisional territory. This position provides leadership and discipline to direct reports, interviews, and hires staff, and ensures staff are appropriately trained. We offer a generous benefits package including a substantial 401k, 30 days PTO, potential company bonuses, cell phone stipend, and tuition reimbursement. Join our team and help create a positive change in your community. *Prospective candidates may be eligible for relocation assistance.* How to apply: Manager of Donor Services Application

Director of Quality Assurance. Shepeard Community Blood Center in Augusta, Georgia, is looking for an ambitious leader to modernize its approach to product safety and compliance. Shepeard serves several communities in rapidly growing communities in Georgia and South Carolina. The ideal candidate will have at least six years of experience in blood banking, quality assurance, or compliance. Responsibilities include: serving as the subject matter expert in regulatory compliance; working with operational leaders to help advance business goals; and overseeing the review and implementation of SOPs, validations, maintenance, reporting, and other related processes. The leader selected for this role must see themselves as an integral member of the leadership team and dedicated to achieving the organization's strategic plan and long-term goals. Those interested can apply at shepeardblood.org.



Vice President of Medical Services & Chief Medical Officer (VP/CMO) - Position starting July 1, 2024. The Vice President of Medical Services & Chief Medical Officer (VP/CMO) is responsible for the medical and technical leadership of Carter BloodCare (CBC) operations. This individual also shares administrative duties with the other vice presidents under the Chief Executive Officer. This is the administrative head of the Medical Services department, including directly overseeing five (5) Medical Directors. The Department of Clinical Apheresis, immunohematology reference lab, three transfusion services at off-site hospitals, the Cellular Therapy processing lab, Donor Notification, and Procedure Development all report up to the VP/CMO. This individual will serve as the CLIA director for the main CBC laboratories. VP/CMO will help develop new business opportunities for the abovementioned departments, as well as promote relations with local customers and participate in resident/fellow teaching with the local medical schools. Required Education: M.D., D.O., or equivalent degree; active Texas medical license; and Board eligible or board certified in primary field of training. Preferred Education: Completed pathology or internal medicine/hematology residency training. Board eligible or board-certified in Blood Banking and Transfusion Medicine by the American Board of Pathology. MBA or other business degree or certificate work. Carter Blood-Care is an EEO/Affirmative Action employer. Apply at www.carterbloodcare.org/careers.

Manager of Donor Resources. The Blood Connection is expanding our operations into Virginia! We are one of the fastest growing blood centers in the country and we are seeking a Manager of Donor Resources who will provide management and oversight of the Donor Resources department as we expand into this new territory. The ideal candidate for this position possesses strong leadership and organizational skills with a proven ability to meet organizational goals. We offer a generous benefits package including a substantial 401k, 30 days PTO, potential company bonuses, cell phone stipend, and tuition reimbursement. Join our team and help create a positive change in your community. This role is based in Roanoke, VA. Prospective candidates may be eligible for relocation assistance. How to apply: Manager of Donor Resources Application  $\blacklozenge$