COVID-19 Pandemic Response Continues

Federal Support of Blood Donation Continues. Outreach to government agencies has played an integral role in the blood community’s response efforts to ensure the availability of the nation’s blood supply during the COVID-19 pandemic. This week, the Federal Emergency Management Agency (FEMA) asked the blood community for status updates on the national blood supply for inclusion in the agency’s daily briefing to the Administration and messaging regarding the country’s blood needs.

ABC is actively working with Congress and the agencies to provide information on the impact of this pandemic on the blood supply and blood centers. ABC worked with multiple Congressional offices on provisions to provide relief to blood centers, specifically advocating for $1.2 billion to replace the fixed costs associated with the lost revenue from reduced blood use plus additional costs related to blood collections during this unprecedented pandemic. While this specific provision was not included in the final bill, Congress is already talking about another relief package and more legislative opportunities are expected in the future. But blood center data is needed for our continued advocacy efforts to ensure Congress understands the scope of how COVID-19 has impacted blood centers through additional expenditures and financial losses.

Today, Congress passed, and President Trump signed into law an aid package for individuals and businesses impacted economically by the COVID-19 pandemic, the Coronavirus Aid, Relief, and Economic Security (CARES) Act. Two provisions specific to the blood supply includes:

- a national campaign to encourage blood donation during the COVID-19 public health emergency in consultation with the agencies involved with the blood supply and blood industry organizations; and
- an appropriation to the Public Health and Social Services Emergency Fund that includes funding for coronavirus response specifically “addressing the blood supply chain.” This fund was appropriated $27 billion and will be used at the discretion of HHS to prevent, prepare for, and respond to coronavirus. The inclusion of the blood supply chain is an important recognition of the essential role blood plays in emergency preparedness and response.

Other general provisions that may also apply to blood centers:

- the bill allows employers to defer payment of the employer share of the Social Security tax with the deferred employment tax paid over the following two years, with half of the amount required to be paid by December 31, 2021 and the other half by December 31, 2022;

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COVID-19 Response Continues (continued from page 1)

- It amends the recent Families First Coronavirus Response Act (which provided emergency paid sick leave and expanded family and medical leave) by capping the amount employers are required to pay at the same level of the cap for the tax credit. Additionally, it allows employers to receive an advance tax credit instead of needing to be reimbursed on the back end.
- The bill also includes multiple business loan and grant programs including $349 billion in loan guarantees and expansion of the Payment Protect Program under the Small Business Act;
- Substantial additional funds throughout the government to support the current COVID-19 emergency as well as to prepare for future needs. Of interest to the blood community is $80 million for FDA, $500 million for an ABC-supported public health data surveillance and infrastructure modernization, and $1 billion in additional funding for potential future actions under the Defense Production Act.
- To support air carriers and ensure continued capacity, the bill includes loans and other investments in passenger and cargo air carriers;
- For any fundraising activities, the bill allows an above the line deduction of charitable contributions up to $300, whether they itemize or not and increases limitation on charitable contributions for those that itemize; and
- For any centers with ERISA plans (pursuant to the Employee Retirement Income Security Act of 1974), the bill allows the Department of Labor to postpone certain filing deadlines for up to one year in the case of a public health emergency.

Last week, Congress passed the Families First Coronavirus Response Act. Provisions within this legislation that could impact blood centers include:

- Emergency Paid Sick Leave for employers with fewer than 500 employees to provide two weeks paid sick leave paid (80 hours for full time employees up to $511 per day or $5,110 total) at the employees regular rate to self-quarantine or seek treatment for COVID-19 or at two-thirds the employee’s regular rate (up to $200 per day or $2,000 total), to care for an individual quarantined (or seeking treatment for COVID-19), or to care for a child if school or child care is closed. Employers may not require employees to use existing sick leave first.
- Expansion of Family and Medical Leave Act (FMLA) for employers with fewer than 500 employees and employees on the job for at least 30 days (note that this is different from traditional FMLA). Provides employees the right to take up to 12 weeks of job protected leave to care for a child if childcare or school is closed due to coronavirus. After the two weeks of paid leave (outlined below), employees will be paid no less than two-thirds of the employee’s usual pay (up to $200 per day or $10,000 total). The leave does not need to be consecutive. This provision does not extend the FMLA leave so an employee that has already used FMLA leave would only be entitled to the amount of leave remaining.

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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 healthcare 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.

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America’s Blood Centers
Chief Executive Officer: Kate Fry
Chief Medical Officer: Rita Reik
Editor: Mack Benton
Subscriptions Manager: Leslie Maundy
Annual Subscription Rate: $390

Send subscription queries to
memberservices@americasblood.org

America’s Blood Centers
1717 K St, NW, Suite 900, Washington, DC 20006
Phone: (202) 393-5725
Send news tips to newsletter@americasblood.org.
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Both the expansion of FMLA and Emergency Paid leave is reimbursed through a refundable tax credit that counts against an employer’s payroll taxes. This means it is available to non-profits and covers both wages and the employer’s contribution to health insurance premiums. Both provisions are effective April 2, 2020 and expire on December 31, 2020. The Department of Labor has resources available for employers trying to understand how to respond to the issues of COVID-19.

Additionally, President Trump announced he would invoke the Defense Production Act (DPA). The current focus of this action is surgical masks, respirators, and ventilators. At this point this does not implicate resources used by blood centers. While the DPA provides the President with latitude, some of the provisions also require congressional assent. ABC will continue to monitor for any potential impact on the supply chain for blood centers.

The Center for Medicare and Medicaid Services (CMS) released recommendations on Adult Elective Surgeries, Non-Essential Medical, Surgical, and Dental Procedures during the COVID-19 Response. These recommendations are intended to free up resources, including workforce, personal protective equipment, and beds in hospitals and to limit further spread of COVID-19. While many hospitals have already made these determinations, this framework from CMS should ensure hospitals are considering the impacts of COVID-19 on the health care system in local decision-making.

Advocacy Day 2020. ABC and its member blood centers met with nearly 80 congressional offices on March 11th including several directly with members of Congress and all of the committees with jurisdiction over the nation’s blood supply in both the House and Senate. Additionally, ABC met with Congressional leadership from both chambers and discussed the organization’s broader advocacy agenda along with the COVID-19 pandemic and its implications for the blood community. The message of independent community blood centers was well received and an important component of the association’s Capitol Hill response efforts. ABC continues to conduct follow-up with the Hill while working directly with all the relevant committees of jurisdiction to prioritize blood centers and the nation’s blood supply as Coronavirus relief bills are considered.

Regulatory Updates. America’s Blood Center sent a letter this week to the U.S. Food and Drug Administration’s Center for Biologics Evaluation and Research (CBER) that identified strategies to strengthen the nation’s blood supply by ensuring collections meet demand throughout the pandemic. The strategies, formed with input from the ABC membership and Scientific, Medical, and Technical Committee, include:

- finalize the latest draft vCJD guidance;
- shorten the Interdonation Interval (IDI) for whole blood collections; and
- shorten the IDI for double red blood cell collections.

Thank you to the ABC Scientific, Medical, Technical (SMT) Committee for their work in developing this document.

ABC also asked the FDA to address:

- formally extending the implementation timeline or use enforcement discretion for the September 2019 Bacterial Risk Control Strategies for Platelets guidance;
- expediting the review of any applications for 14-day cold stored platelet products and any variances that blood establishments may submit in their efforts to keep blood on the shelves during these trying times; and
- immediately waiving rules that require plasma for transfusion to reach expiration prior to use for

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COVID-19 Response Continues (continued from page 3)

further manufacturing to ensure maximum use of convalescent plasma for further manufacturing into coronavirus hyperimmune globulin or similar products.

On March 24th, the FDA announced that it is “facilitating access to COVID-19 convalescent plasma for use in patients with serious or immediate life-threatening COVID-19 infections through the process of single patient emergency Investigational New Drug Applications (eINDs) for individual patients under 21 CFR 312.310. This process allows the use of an investigational drug for the treatment of an individual patient by a licensed physician upon FDA authorization. This does not include the use of COVID-19 convalescent plasma for the prevention of infection.” ABC member New York Blood Center revealed that it will be the first blood center in the U.S. to collect plasma from recovered COVID-19 patients to treat other COVID-19 patients with advanced illness. “We’re proud to partner with leading medical institutions from New York and beyond in developing this potential treatment,” said Beth H. Shaz, MD, chief medical and scientific officer at New York Blood Center in a news release. “If this treatment proves to be effective, we are prepared to quickly scale our process and activate our network to serve hospitals nationwide.”

This week, the Centers for Disease Control and Prevention issued an Interim Infection Control Guidance on COVID-19 for Personnel at Blood and Plasma Collection Facilities. The guidance reinforces the importance of adhering to routine infection control measures including hand hygiene practices, environmental infection control, and appropriate personal protection equipment. Additionally, it stresses the importance of educating staff and donors about the symptoms of COVID-19 and ensuring they understand to stay home if sick. The guidance specifically directs that environmental surfaces are cleaned and disinfected with standard facility protocols “after each donor has vacated the station and before setting up for a new donor.” It also states that staff should “change gloves and cleanse hands between contact with different donors.” Finally, it directs that seating for prospective “donors in the waiting area are at least 6 feet apart prior to implementing the donor questionnaire” and donor cots should be arranged so that “donors are at least 6 feet apart.” Blood centers have been implementing and continue to comply with appropriate social distancing measures as directed by local public health.

National Partners Align and Express Thanks to the Blood Community. The American Society of Hematology (ASH) and the Sickle Cell Disease Association of America, Inc. (SCDAA) sent a letter to the blood community that shared their support for ensuring the availability of the nation’s blood supply for sickle cell disease patients and explained the impact that a shortage of blood would have on transfusion-dependent patients. The letter also included a guidance for providers who care for individuals with SCD to help conserve red cell units and encourages minority donation and recruitment.

For continued news, updates, and resources, we have also created a COVID-19 resources page on our public site in addition to one that currently exists on the Member site.


Upcoming ABC Webinars – Don’t Miss Out!

- ABC QA Education Webinar: FDA and the 356h Application Process – May 19th from 3 – 4:30 p.m. (EDT) More information coming soon.
Gilles Delage Delivers Celso Bianco Lectureship at ABC Annual Meeting

Gilles Delage, MD, MSc, Vice President, Medical Affairs and Innovation, Microbiology, Hema-Quebec presented this year’s Celso Bianco Lectureship at the ABC Annual Meeting. Dr. Delage, who has been a very active member of the ABC SMT Forum and Committee for many years, presented “How We Do Risk Management at Héma-Québec.”

He described the differences in the regulatory framework between the U.S. and Canada and the resulting risk management tools needed by blood centers in Canada to accompany their product license submissions and amendments to Health Canada, the regulatory body for Canada. The “robust” risk management process allows Canadian blood centers to “prepare scientific arguments to support [their] requests” with the “advantage…that it gives us more flexibility in implementing appropriate changes” explained Dr. Delage. He shared the important pieces of the risk management process which consist of, “policy, people with the right skills, data, information technology infrastructure, capacity to carry out studies as needed and partners that enable blood centers to examine a wide range of risks including those associated with blood products, financial, operational, and reputation issues to inform their decisions.”

Dr. Delage noted that the risk management process evolved over the years from the early approach of “do it” to handle such challenges as variant Creutzfeldt Jakob Disease and West Nile Virus to quantitative risk assessment for dengue and Zika. Integration of other studies then became part of the risk management process used to evaluate Babesia and Hepatitis E virus as transfusion risks. Dr. Delage then discussed the use of risk modeling and economic analysis as more recent additions to inform decision making for issues such as pathogen inactivation and strategies to improve donor safety.

His presentation was yet another example of the many contributions he has made to America’s Blood Centers (ABC) and the blood banking community over a career that spans many years in the fields of microbiology and infectiology applied to transfusion medicine in Quebec, Canada, and across the globe. For his outstanding achievements, he was also awarded the Thomas F. Zuck Lifetime Award, which honors an individual for a lifetime achievement of the application of clinical, medical, and scientific research to improve methods of blood collection and safety and efficacy of blood products provided to patients.

Contributed by Toni Mattoch, MA, MT (ASCP), SH, SBB, Director of Quality Services at ABC

REGULATORY NEWS

The Office of the Assistant Secretary for Health in the U.S. Department of Health and Human Services (HHS) has issued a “Request For Information” (RFI) in the form of comments and feedback to section 209 of the Pandemic and All-Hazards Preparedness and Advancing Innovation Act (PAHPAIA). As a part of this bill, HHS submits a report of recommendations for overcoming challenges to that nation’s blood supply such as:

- “the continuous recruitment of blood donors (including those newly eligible to donate);
- ensuring the adequacy of the blood supply in the case of public health emergencies;
- implementation of the transfusion transmission monitoring system; and
- other measures to promote safety and innovation, such as the development, use, or implementation of new technologies, processes, and procedures to improve the safety and reliability of the blood supply.

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Comments are due before midnight on April 22nd. Those wishing to submit comments electronically can do so here. President Trump signed PAHPAIA into law in June 2019. The wide-ranging preparedness and response legislation includes specific language providing recognition of the role of blood centers, for the first time-ever, as the law drives the nation’s disaster planning and readiness activity. It calls for action in support of a safe and available blood supply through three important provisions for blood centers:

- inclusion of blood centers as stakeholders that the HHS Assistant Secretary for Preparedness and Response (ASPR) must consult in disaster planning;
- recognition of financial implications borne by blood centers for such work; and
- the previously referenced report on recommendations to ensure the availability and safety of the nation’s blood supply.

America’s Blood Centers (ABC) and its members continuously supported PAHPAIA by signing onto multiple coalition letters and advocating on Capitol Hill to congressional leadership encouraging the bill’s passage.

(Source: Federal Register Notice, 3/23/20)

The U.S. Food and Drug Administration (FDA) has officially postponed the Blood Products Advisory Committee (BPAC) meeting scheduled to take place April 2nd-3rd at the FDA’s White Oak Campus, Silver Spring MD. According to the announcement, the agency is “canceling or postponing all non-essential meetings through the month of April” and will “reassess on an ongoing basis for future months.” Prior to postponement, the agenda for that meeting was set to include Zika virus (ZIKV) and Hepatitis B Surface Antigen (HBsAg) testing as the committee would have discussed and made recommendations about:

- whether universal ZIKV testing of blood donations is still appropriate given the decline in the number of ZIKV cases in the U.S., and
- whether HBsAg testing can be discontinued in light of the sensitivity of hepatitis B nucleic acid tests in combination with hepatitis B core antibody testing.

America’s Blood Centers (ABC) previously encouraged the FDA to discontinue ZIKV testing in December 2019 based on the recommendation of the ABC Science, Medical and Technical (SMT) Committee. The SMT Committee had undertaken a similar assessment of the science with respect to HBsAg testing in preparation for the BPAC meeting.

(Source: Federal Register Notice, 3/23/20)

BRIEFLY NOTED

The Centers for Disease Control and Prevention (CDC) has extended the deadline to submit responses for the National Blood Collection and Utilization Survey (NBCUS) to July 10th. The agency launched the 2019 National Blood Collection and Utilization Survey (NBCUS) on March 11th. NBCUS is conducted every two years and provides invaluable data on the amount of blood collected by U.S. blood centers and used by U.S. hospitals. Results from the 2017 survey were recently published in a Supplement to Transfusion. The current survey seeks data on the collection and transfusion of blood for the 2019 calendar year. Nearly all members of America’s Blood Centers participated in 2017, which was vital to the success of the survey. Blood centers are highly encouraged to participate in the 2019 survey, preferably before the deadline. Blood center participation is vital to ensuring accurate estimates, “[a]ls the industry continues to consolidate, there are fewer blood centers,” said Mathew Sapiano, PhD, the senior statistician working on NBCUS at CDC. “Higher participation leads to more accurate estimates with narrow confidence

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intervals, which are more persuasive for users of the NBCUS estimates including industry, academia, government, and policy makers.” This year, the survey has migrated to a new survey platform with a slightly different look than in previous years; however, the survey includes the same questions as the 2017 survey so that 2019 data is comparable to previous years. All participants should have already received an e-mail from CDC with a secure web-link to complete the survey. If you did not receive the link, or if you have any questions, please contact Jefferson Jones, MD, MPH at CDC’s Office of Blood, Organ, and Other Tissue Safety.

(CDC Email, 3/20/20)

RESEARCH IN BRIEF

Clinical Performance Indicators for Prehospital Transfusion. Blood components are being carried aboard a growing number of pre-hospital critical care services. The Thames Valley Air Ambulance (TVAA) in the United Kingdom recently published an article in *Transfusion Medicine* describing the introduction of clinical performance indicators (CPIs), metrics tied directly to patient care and outcomes. Each ambulance was equipped with two units of type O-negative red blood cells and two units of thawed group A fresh-frozen plasma (FFP). The CPIs were developed by a working group who conducted a literature search. “No papers were found that specifically described the use of performance indicators for pre-hospital blood transfusion; however, a number of guidelines and consensus documents allowed identification of best practice.” The study sought to establish CPIs that were a combination of process and outcome measures. These did not require a significant additional workload and were described as being achievable by the clinicians who would be held to these standards. “The working group identified the following domains as markers of a high-quality, pre-hospital blood transfusion:

1. Rationale for transfusion documented in the notes.
2. Rationale for transfusion in line with TVAA blood transfusion guidelines.
3. Aggressive management of hypothermia
4. Tranexamic acid (TXA) administered within an hour of injury
5. Evidence of bleeding in hospital (further in hospital transfusions or evidence of bleeding on computed tomography [CT])
7. Overall—was the use of blood justified?”

In the 12-month period of evaluation, 35 cases were analyzed. No transfusion complications were observed and four units of red blood cells and four FFP units were wasted. The authors concluded that “it was feasible to devise and implement CPIs for pre-hospital blood transfusion.” They saw best practices “championed and identified and focused on areas where practice could be refined. This led to improvements in documentation, upgrades to equipment, and an increase in the time allotted to review transfusion cases. Challenges

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RESEARCH IN BRIEF (continued from page 7)

included ensuring that data were easily recordable and collectable and altering delivery and storage of blood components to avoid wastage.” The authors also acknowledged that complex clinical cases could not be fully analyzed by the domains alone.


Contributed by Richard Gammon, MD, Medical Director at OneBlood

COMPANY NEWS

Grifols is collaborating with U.S. Food and Drug and Administration, the U.S. Biomedical Advanced Research Development Authority (BARDA), and other federal agencies to collect convalescent plasma from COVID-19 patients. According to a company news release, this plasma would be used for the purpose of processing into hyperimmune globulin for use in preclinical and clinical trials. “This unique collaboration will provide the opportunity to validate a therapy that, if proven effective, can be used today in the face of the COVID-19 pandemic and for future outbreaks of novel emerging viruses,” stated Grifols in the news release. “At the same time, in Spain, Grifols is working on a clinical trial with inactivated plasma from recovered patients (methylene blue [viral inactivation technology]) through a collaboration with select donation centers and public hospitals.”

(Source: Grifols News Release, 3/25/20)

Cerus Corp. recently announced the formation of a research collaborative with the goal of “optimizing” convalescent plasma therapy for COVID-19 patients. Members of the collaborative include the California Department of Public Health, the University of California (Irvine) Vaccine Development Research Laboratory, the Vitalant Research Institute, the California National Primate Research Center, and Enable Biosciences. “Convalescent plasma is one of few interventions that can be made available rapidly following the emergence of a new epidemic, and globally a number of investigators are already initiating this promising therapy,” said Cerus Chief Scientific Officer Laurence Corash, MD in a company news release. “Given the emergent conditions under which convalescent plasma is used, there is often very little opportunity to fully characterize each unit of plasma; yet doing so is likely to give us very important insights into the responses seen in patients. This research group brings together the tools and experience to generate data that may help improve production of convalescent plasma to treat COVID-19, as well as applying the information to future uses of convalescent plasma as new pathogens continue to emerge.”

(Source: Cerus News Release, 3/26/20)

RESEARCH BRIEFS

America’s Blood Centers welcomes contributions or briefs from guest authors for scientific/medical peer-reviewed published papers. The views/comments expressed in submitted articles from external parties are those of the author(s) and are not to be interpreted as the viewpoint of America’s Blood Centers. If you are interested in contributing a brief for potential publication please contact us here.
**Procleix**® Panther® System

**Smart. Simple. Versatile.**

The Procleix Panther system combines full automation with versatility and smart operations for efficient NAT processing of blood and plasma. A comprehensive NAT screening solution in a very compact footprint.
America’s Blood Centers (ABC) was included in a USA Today Blood Health campaign launched on March 25th. The special edition supplement included one print article, two online articles, and a print ad that focused on the need for a diverse donor base and a national story of Zainab, the young cancer patient who is now in remission with an extremely rare blood type that inspired a global search for blood donors in December 2018. Distribution is estimated to reach 25 million readers. We encourage all members to share the articles with your communities.

(Source: Blood Health Campaign Donor Diversity Article & Zainab Article, 3/25/20)

CALENDAR

Note to subscribers: Submissions for a free listing in this calendar (published in the last issue of each month) are welcome. Send information to newsletter@americasblood.org or by fax to (202) 393-1282. (For a more detailed announcement in the weekly “Meetings” section of the newsletter, please include program information.)

POSTPONED


April 1. U.S. Food and Drug Administration (FDA) Public Meeting on FDA’s Communications About the Safety of Medical Devices. Silver Spring, Md. More details available here.


2020


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CALENDAR (continued from page 10)

July 21-23. 2020 ABC Medical Directors Workshop and Summer Summit, Cleveland, Ohio. More details coming soon.


CLASSIFIED ADVERTISING

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

POSITIONS

East Coast Account Manager/Senior Product Specialist (Macopharma USA). Macopharma is a worldwide, leading and innovative Health Care Company specializing in the fields of Transfusion Medicine and Biotherapy. For more than 40 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 bank filters, equipment, and related products. Travel is required three to four nights per week. Must live near a major airport in Eastern United States. Key responsibilities include: Develop and implement strategies to maintain and/or expand sales within an assigned territory; territory and account management to include forecast of product usage. Provides reports on the budget and sales activity for a given period of time. Interfaces with the customer on a regular basis to understand the customer's overall objectives and requirements. Provides post implementation support to assigned accounts / customers with the assistance of support staff. Serves as a point of escalation for issues or activities that the customer encounters during product utilization and ensures the resolution of customer problems/complaints. Prepares and conducts technical/product presentations and demonstrations. Participates in trade shows by representing the organization and sharing information on products. Required experience: Bachelor's degree from four-year college or university. Minimum five years’ experience in the blood banking/medical device or related industry. Minimum three years proven sales success. Please send resumes with salary criteria to: roxane@macopharmausa.com. No phone calls.

Outside Sales Representative/Event Planner (Little Rock, AR, USA). Account 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

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positions (continued from page 11)

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/.

Outside Sales Representative/Event Planner (Fort Smith, AR, USA). Account 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/.

Hematologist/Medical Director. OneBlood is expanding its clinical practice offerings in the areas of outpatient transfusion medicine, therapeutic apheresis & phlebotomy, pre-op anemia management, cell therapy, treatment of blood disorders. If you have a passion to join a team that is providing cutting-edge medical expertise in the areas of blood banking/transfusion medicine, hematology and outpatient clinical services, IRL, therapeutic apheresis, cellular therapy, research, consider joining our medical team as a regional Medical Director. This position includes a highly competitive salary, benefits package, including the option of free medical coverage, retirement plan with company contribution PLUS a company match, company vehicle lease/allowance, paid holidays, etc. The position is based out of the Ft. Lauderdale, Florida area. Qualified candidates should possess: minimum of 3 years’ experience, M.D. or D.O. degree with board certification in Internal Medicine/Hematology and sub-specialty board certification in Blood Banking/Transfusion Medicine by a Board Registry recognized by the American Board of Medical Specialties. Appropriate state licenses will be required as needed. Candidates must meet the eligibility requirements to obtain appointments at hospitals served by OneBlood. For more detailed information, visit OneBlood’s Careers page at www.oneblood.org. OneBlood, Inc., a proven leader in blood banking, is an Equal Opportunity Employer/Vet/Disability

Director, Regulatory Affairs. America’s Blood Centers (ABC), North America’s largest network of community-based, independent blood programs, is seeking a Director, Regulatory Affairs. The position will be actively involved and accountable for the development, implementation, execution and advancement of the ABC regulatory agenda before federal agencies and other stakeholders. In addition, the position will assist in the facilitation of member education, evaluation and coalescing of member input in the development of industry positions, data collection from internal and external sources, and primary and secondary research. The position will report directly to the Senior Director, Federal Government Affairs, providing strategic guidance on regulatory affairs and public policy issues pertaining to the nation’s blood supply. A bachelor’s degree is required for the position, which is based in Washington, D.C. This individual should: have a thorough understanding of the federal regulatory processes and landscape, particularly with the FDA; have knowledge of and experience in health policy; blood industry knowledge preferably (but not required); be able to collect, analyze, and synthesize information from varied sources; have strong critical thinking, analytical, and problem-solving skills; be self-motivated and goal oriented; have the ability to multitask and determine priorities; be able to network and collaborate effectively with colleagues and volunteers; have strong communication skills - verbal, written, and presentation; and be able to travel, sometimes at short notice. ABC offers a salary commensurate with experience as well as an excellent benefit package including medical, dental, LTD, and 401k contribution. We are a hybrid virtual office that promotes a flexible work environment. This is a full-time staff position including benefits and a stipend for internet and telephone services. ABC prohibits discrimination and provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. The full job description is available here. Interested applicants should send a cover letter and resume to careers@americasblood.org. ♦