

**Open Positions Report
Week of August 13, 2018**

WE ARE BLOOD

VP, Community Engagement: This individual will develop and direct strategies to: enhance the public's awareness of and affinity for the We Are Blood brand; and effectively engage the community in active support of We Are Blood and its mission. Responsibilities include: Work with executive management and the board in the development of We Are Blood's corporate community engagement strategy, and provide strategic direction and oversight of its community engagement programs: marketing, public relations, communications, donor engagement, corporate outreach, development, community outreach, blood and platelet recruitment, and volunteer services. Develop and maintain key relationships in the community that promote and enhance awareness of We Are Blood and its mission. Provide strategic direction and oversight of We Are Blood's community engagement programs: marketing, public relations, communications, donor engagement, corporate outreach, development, community outreach, blood and platelet recruitment, and volunteer services. Ensure that We Are Blood's donor engagement goals are met, including mobile drive and fixed site and platelet donor recruitment as well as strategic development of the blood donor base. Provide strategic direction of We Are Blood marketing and communications (including collateral materials development, newsletters, direct mail campaigns, events, promotions, etc.) and supervise the team. Provide support and strategic direction for donor recruitment and engagement promotions and supervise the program lead. Develop organizational strategies and tools for enhancing the blood donor and community experience with the We Are Blood brand. Provide strategic direction for We Are Blood's corporate engagement including corporate giving, employee engagement, blood drive support, events, etc. and supervise the team. Provide strategic direction of the volunteer services program and supervise the program manager. Supervise and manage vendor relationships and projects; for example with designers, web developers, social media agencies, public relations agencies, etc. Serve as a media spokesperson for We Are Blood. Other duties as assigned by Management. Requirements: A minimum of 4-7 years of management/supervisory experience. College degree or equivalent work experience. Experience in development, strategic communications and relationship management. Superior interpersonal skills and rapport with business and professional people. Excellent written and verbal communication. Excellent presentation skills with experience in public speaking. Strong computer skills, including data entry and proficiency in Excel and Word. Must be able to process information and draw reasonable conclusions. Must be able to work a flexible schedule including night and weekends. Must be at least 21 years old, have a valid Texas driver's license, acceptable driving record and proof of liability insurance. EEO Employer: Minorities/Women/Veterans/Disabled. Click [here](#) to apply now.

Floater/Travel Phlebotomist: This individual will determine donor eligibility, perform phlebotomy techniques, and manage adverse donor reactions at blood drives across the Central Texas area, as well as, Lamar, Round Rock, South Austin Donor Centers. Responsibilities include: loading/unloading the mobile bus, setting up/taking down the blood drive, and maintaining excellent donor relations. Requirements: HS diploma or equivalent required. Previous work experience in restaurant, retail, or hospitality is a plus. Prefer 1 year experience in phlebotomy and/or taking vitals. Certification as a phlebotomist, medical assistant or LVN is a plus. Excellent customer service and interpersonal skills are required. Open availability needed; must be able to work a full-time schedule with flexible hours to include evenings, weekends, and holidays. Must be able to work the following schedule: Wednesday – Sunday! (Wed, Thurs, & Fri as scheduled @ mobile drives or @ fixed sites; Saturday @ Round Rock location, and Sunday @ South location). EEO Employer: Minorities/Women/Veterans/Disabled. Click [here](#) to apply now.

Mobile Phlebotomist: This individual will determine donor eligibility, perform phlebotomy techniques, and manage adverse donor reactions at blood drives across the Central Texas area. Responsibilities include: loading/unloading the mobile bus, setting up/taking down the blood drive, and maintaining excellent donor relations. Requirements: HS diploma or equivalent required. Previous work experience in restaurant, retail, or hospitality is a plus. Prefer 1 year experience in phlebotomy and/or taking vitals. Certification as a phlebotomist, medical assistant or LVN is a plus. Excellent customer service and interpersonal skills are required. Open availability needed; must be able to work a full-time schedule with flexible hours to include evenings, weekends, and holidays. EEO Employer: Minorities/Women/Veterans/Disabled. Click [here](#) to apply now.

Clinical Apheresis Registered Nurse: This individual will perform therapeutic apheresis and cellular therapy procedures both in-house and at contracted facilities in accordance to the physician orders and set procedures and policies, as well as coordinate, oversee and perform special donations procedures in-house. Responsibilities include: Access and maintenance of central venous catheters (CVC) and ports. Assess and monitor patients/donors while they undergo their ordered procedure. Patient/ caregiver education regarding procedures and post procedure care. Serve as liaison for patients and physicians; review all request forms, physician's orders, patient history, medications and lab work, as applicable. Other duties as assigned by Management. Requirements: Must have an active unencumbered State of Texas RN license & must be CPR certified. Must have +1 year of nursing experience in a hospital setting, oncology unit or clinic required; and a minimum of 3 years of donor qualification related functions in a blood center may substitute for some clinical experience. Phlebotomy experience required. ICU, ER, pediatrics, apheresis, dialysis and/or oncology experience preferred. Must be able to maintain on-call responsibilities and flex set schedule to include evenings or alternate days of the week as needed. Must be at least 21 years of age, have a valid TX driver's license, proof of vehicle insurance, and an acceptable driving record. Clinical ladder for professional development available. EEO Employer: Minorities/Women/Veterans/Disabled. Click [here](#) to apply now.

UNITED TISSUE RESOURCES

Business Development Account Manager: This individual will define, develop, and implement strategic business relationships for the establishment of new and existing contracted end user distribution service agreements in assigned service areas. Responsibilities include: Develop new business opportunities and relationships with assigned vendors, hospitals, GPOs and other potential customers at all stages of the business cycle to include targeting, prospecting and presenting compelling business propositions. Coordinate the execution of strategic business plans that meet or exceed established goals and profitability targets. Manage distribution partnership and client leads, providing follow-up towards expanding both core and ancillary services provided by UTR. Maintain and manage accurate, up to date account profiles on all contracted partners and end-users. Develop relationships with senior management of potential new and existing client organizations by facilitating meetings with UTR management as indicated to advance end user distribution service. Provide UTR senior management with market analysis summaries and reports as applicable to assist in strategic planning and the development of new service opportunities. Collaborate with UTR management on the development and implementation of large scale, complex contracts negotiations and new agreements. Collaborate with both internal/external partners and support teams to ensure successful implementation of UTR agreements and execution of contracts. Attend conferences and professional association meetings to promote UTR's value add solutions. Prepare and give business reviews to the UTR senior management on a monthly basis. Participate in UTR special functions and community events. Attend conferences and professional association meetings to promote UTR's value add service solutions. Provide a high level of customer service through timely and ongoing communication, presence and visibility. Special projects as assigned. Requirements: A Bachelor's degree in Communications, Business, Bio-engineering/medical or health care field. Requires at least 5 years of customer service or medical sales associate experience in an allograft or medical device field. Must be a CTBS certified or test for CTBS at next available exam cycle.

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Must exhibit professional conduct and demeanor at all times. Must have excellent public speaking and communication skills, both verbally and written. Requires in-depth knowledge of the bio-medical, allograft and/or device industry. Must have healthcare contract negotiations experience. Ability to develop sales strategies and negotiate pricing agreements. Strong attention to detail and ability to manage multiple, complex projects simultaneously. Requires excellent time management and organizational skills. Computer skills that include the competent use of Microsoft Office Suite required. Must be at least 21 years of age with a valid Texas driver's license, an acceptable driving record and proof of insurance. Must have reliable personal transportation. Travel is essential to this position and must be able to travel regularly throughout the assigned territory. Must be able to work a flexible schedule, including evenings and weekends. EEO Employer: Minorities/Women/Veterans/Disabled. Click [here](#) to apply now.

Tissue Recovery Technician – On-Call/PT: This individual will assist in aseptic surgical recovery procedures on tissue donors for transplantation. This position will adhere to all FDA and AATB standards and guidelines, as well as company policies. Responsibilities include: Completing recovery documentation. Handling sterile surgical supplies and equipment. Cleaning and caring for instrumentation. Aseptic packaging and labeling tissue products. Performing donor reconstruction after tissue recovery. Other duties as assigned by Management. Requirements: HS diploma or equivalent is required. Surgical Technician certificate (CST), or two years of experience in a surgical/critical care environment, or previous Tissue Banking experience is preferred. Two years of college education in a related health care or science field may substitute for certificate and experience. Must be able to work a 48 hour on-call shift: Friday, 7 am to Sunday, 7 am. Must be able to work with a cadaver and have a good understanding of human anatomy. Must be able to lift 250 lbs. with assistance and 50 lbs. without assistance. Must be at least 21 years of age, have a valid TX driver's license, proof of vehicle insurance, and an acceptable driving record. EEO Employer: Minorities/Women/Veterans/Disabled. Click [here](#) to apply now.