



Association for the
Advancement of
Blood & Biotherapies

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Chief Financial & Information Officer

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Position Overview

AABB: The Association for the Advancement of Blood & Biotherapies (AABB), an international, not-for-profit organization representing individuals and institutions involved in the fields of transfusion medicine and biotherapies, seeks a transformational Chief Financial & Information Officer (CFIO), reporting to the CEO. The CFIO will lead AABB's financial and technology activities, from strategy development to day-to-day management of these two critical and interconnected areas.

The CFIO is responsible for shaping the company's financial direction for stability and growth and driving a modern technology strategy and infrastructure to provide efficiency and high-quality products and service to members, customers and staff. The CFIO will develop and implement a road map and tactical implementation strategy for both short and long-range evolution. A key thought and business partner in the c-suite, Executive Team and beyond, the CFIO collaborates closely to facilitate organizational success and revenue growth. Their focus is on strong processes and team engagement to support strong decisions, actions and value creation across the organization and its stakeholders.

This individual will promote and implement financial and information technology excellence throughout the association. The CFIO is an accountable leader able to lead both strategically and tactically, and is proactive in identifying opportunities to improve systems and infrastructure. The CFIO understands how to best manage and utilize data, manage risk, and grow a high-performing, inclusive team including external vendors. The CFIO will help create value and efficiencies through the innovative use of technologies and engraining the use of effective data and project management as powerful amplifiers of success.

AABB is headquartered in Bethesda, Maryland. AABB encourages its employees to do their work wherever they are best able to meet the needs of the organization and their role; the successful CFIO will be local, and able to meet on-site as needed.

Key Responsibilities

Leads forward-thinking financial and technology operations that position the association for growth.

- **Strategic Financial Leadership:** *Serves as executive leader and strategic business partner for the association.* Provides business and operational analysis, strategic insight, and tactical financial support as a thought partner and trusted advisor. Provides strategic financial guidance to the executive team and board, contributing to the overall organizational vision and outcomes. Builds connection and accountability across the organization to financial results and use of data to support decisions. Provides strategic financial insight into growth plans and initiatives. Directs financial analysis, reporting, and risk management. Serves as a strategic advisor in developing and analyzing financial projections for business initiatives.
- **Financial Management:** *Leads the finance team in effective day-to-day financial management.* Manages internal staff and external vendor team to ensure smooth ongoing financial operations including effective use of software and systems. Provides oversight of budgets, audits, forecasts and financial plans, processes and internal controls, ensuring that systems are in place to guarantee timeliness, accuracy and security. Oversees cash flow planning, investments and asset management activities. Oversees development of accurate financial statements and partners with management team in the review and analysis of results. Oversees financial compliance, audits and regulatory matters to uphold best practices.
- **Strategic Technology Leadership:** Develops and implements a comprehensive IT strategy to position AABB to meet its goals and objectives. Leads ongoing technology planning and implementation to utilize technology solutions that empower staff, members and stakeholders with positive, frictionless

experiences. Leads initiatives to leverage disruptors such as AI and predictive analytics. Develops and manages IT budget.

- **Technology Infrastructure Leadership:** Oversees the IT department, both strategically and tactically, in protecting, securing and ensuring the ongoing functioning of all systems and software, including association management system, financial and human resource software, specialized technology tools and more. Develops and implements a fully integrated, secure, reliable and manageable IT ecosystem. Oversees the development and implementation of technology policies and standards, including training and change management.
- **Data and Knowledge Management:** Develops and implements a data and business intelligence strategy to maximize the value and impact of AABB's business information. Implements strong data analysis to drive strong business decisions. Oversees data security and ensures data accuracy. Ensures compliance with government regulations that apply to systems operations.
- **Project Management:** Develops and leads association-wide project management efforts to include project planning, monitoring and controls, and reporting. Leads the execution of a digital workplace strategy that provides employees with the tools and work environment to be engaged, productive, and effective. Drives organization-wide adoption of best practices and models including Objectives and Key Results (OKRs) to achieve strong results.
- **Office Services Management:** Oversees both the physical and virtual office, including engraining the use of technology to engage and support staff and visitors regardless of location. Analyzes emerging technologies to identify areas of improvement in remote, in-person and hybrid working environments.
- **Executive Leadership:** Serves as a member of, and collaborates with, the Executive Team as a key thought partner. Provides insight and recommendations to strengthen AABB's overall short-and long-term growth efforts. Cultivates and drives effective use of business intelligence to drive and develop a compelling product mix that attracts AABB's diverse audience and community. Works with management team to identify and implement revenue-generating models that sustain diverse streams of revenue over time. Collaborates and mentors cross-organizationally, fostering a culture of innovation and excellence.

Qualifications and Experience

- Bachelor's Degree or equivalent progressive role responsibilities and leadership experience.
- Strong history of experience with accounting, finance and operations working with nonprofit or corporate entities of at least \$10 million.
- Expertise in financial accounting, budget development and reporting, long-term forecasting, as well as business analysis and strategic planning.
- Deep understanding of nonprofit and/or for-profit organizational structures, including reporting, compliance and internal controls.
- Demonstrated experience in business development and revenue generation.
- Demonstrated experience developing and implementing organization-wide digital and technological strategies aligned with organizational mission and strategic plan.
- Knowledge and understanding of industry trends, current practices, and new developments regarding the use of technology in associations.
- Exceptional vendor management ability.
- Strong history of advancing technology in nonprofit or corporate entities of at least \$10 million.
- Proven track record and success in motivating multifunctional teams to work and think across the organization, driving for innovation and achieving results.

- Excellent judgment with creative problem-solving skills, including negotiation and conflict resolution skills.
- Exceptional project management skills with strong orientation to achieving results.
- Superior organizational and people management skills. Able to influence and engage direct and indirect reports and peers, coach staff, develop high performing teams, and hold those teams accountable to get results.
- Energetic, flexible, collaborative and proactive; a team leader who can positively and productively impact both strategic and tactical initiatives, with an aversion to siloes.
- Exceptional written, oral, interpersonal, and presentation skills and ability to effectively interface with senior management, all staff members, volunteer leadership, members, and external stakeholders.

Measures of Success

Specifics regarding measures of success, including metrics, will ultimately be agreed upon by the CFIO and CEO, but at the end of the CFIO's first year, they should expect the following:

- Finalize build out of finance and IT department infrastructure, including internal and external people and technology resources.
- The CFIO will secure and improve the current technology infrastructure while building a road map and tactical implementation strategy for both short and long-range technology evolution.
- Partners effectively with the Executive Team and other staff to ensure the organization's strategic and tactical finance and technology needs are advanced.
- Promotes and maintains a culture of diversity, equity, inclusion, and accessibility at AABB.

Organizational Overview

AABB is an international, not-for-profit association representing individuals and institutions involved in the fields of transfusion medicine and cellular therapies. The association is committed to improving health through the development and delivery of standards, accreditation and educational programs that focus on optimizing patient and donor care and safety.

AABB membership includes physicians, nurses, scientists, researchers, administrators, medical technologists and other health care providers. AABB members are located in more than 80 countries and AABB accredits institutions in more than 50 countries.

Web Presence

Web: <https://www.aabb.org/>

Twitter: <https://twitter.com/aabb>

LinkedIn: <https://www.linkedin.com/company/aabb/>

Vetted Solutions

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Vetted Solutions is a Washington, D.C. based executive search firm specializing in association and nonprofit recruiting and consulting. We focus on CEO and senior staff positions.

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