



We have an exciting part time opportunity for someone that is interested in biodynamic and regenerative viticulture to develop their experience by joining us as a Sales Manager and /or as a Assistant Vineyard Manager.

Ham Street Wines is one of only a handful of vineyards in the UK that are certified Biodynamic, practising Regenerative viticulture. Our practices are innovative; utilising the best of traditional practices such as biodynamic preparations, no till agriculture as well as the latest tools such as sap analysis and digital vineyard management platforms. The vineyard was established in 2019 with ten acres of Chardonnay, Pinot Noir, Pinot Meunier, Bacchus and Pinot Gris planted, with experimental hybrid plantings established in 2024. In the winery we follow a natural approach meaning that we avoid additions in the winemaking process and leave the vintage to express itself, unaltered. In 2023 we established a winery facility which has a range of manual winemaking equipment and basic staff facilities.

**The role – vineyard based – 2-3 dpw (option to discuss Full time)**

We have a seasonal role during the growing season and harvest period to support and drive key vineyard activities. The role will involve undertaking all key vineyard management tasks throughout the season (wires, green pruning, leaf stripping, green harvesting etc), some experience with tractor activities and other ad hoc tasks (compost and plant tea making/other manual tasks). This is a great opportunity to learn and build practical vineyard experience of key tasks, biodynamic and regenerative practices. During the growing season there may be ad hoc support required in the winery however this role is required mainly for the vineyard. The role will also involve support over the harvest period and in the winery during this time, helping with all core winemaking processes.

Training will be provided by Lucie and Jules for all tasks and the person will be reporting into Lucie and Jules.

Pay rates are competitive and will be on p/hour basis based on experience. A typical working day would be 8 hours per day excl. breaks however we are open to discussing a more flexible arrangement. There is an expectation of some flexibility in days and hours around key tasks depending on the needs of the vineyard, requiring some early starts and / or late finishes depending on the criticality of the task.

The role will be to provide seasonal support over May to the middle of November, including support over harvest.

All work will be situated at Ham Street Vineyard, located outside the village of Hamstreet Kent, TN26

2JT. Local travel may occasionally be required. Someone with a UK driving license is essential.

### **The person**

We are looking for someone that has a passion to learn about viticulture, biodynamics and regenerative agriculture as well as natural wines. They need to be open minded, resilient, willing to learn and flexible in how they work. The person needs to be fit and in good health as the work will be very physically demanding (including moving heavy loads). They need to be comfortable working outdoors all day and through all conditions.

Key tasks that the individual will be responsible for include (but not limited too)  
Note all of the tasks below are expected to be carried out by hand

- Moving of wires
- Tucking of vines into trellising
- Green pruning
- Leaf stripping
- Green harvesting
- Sampling of vines/soil
- Hedging / topping of vines
- Placing and topping up pest traps - wasps, SWD
- Mulching around vines, orchard area with compost/woodchip
- Strimming
- Harvesting of grapes
- Processing of grapes in winery - e.g. loading into press, running press, destemming
- Cleaning of all equipment

Please email your CV to Jules and Lucie at [info@hamstreetwines.co.uk](mailto:info@hamstreetwines.co.uk) to get more information or to express your interest.

### **The role – sales based 1.5 dpw**

We have a seasonal role, ideally to be fulfilled on a contract basis, for sales support.

The contract would be for a series of days to drive forward sales both on site and at events, and host guests. The role involves delivering tours and tastings for guests for an agreed set of dates throughout the season. Full training and notes will be provided for delivering the tours and tastings.

The role will also involve representing Ham Street at some of the events during the year, for example wine tastings, or market stalls, pouring samples and making sales of wine. At these events the role requires the collection of wine from the winery, plus the set up and close down of the stall for the event. Expenses will be paid for fuel and subsistence when away at events not at Ham Street. This can also include visits to prospective customers / targets as agreed with Jules/Lucie to sample wines.

There are a number of ad hoc dates to be organised where Ham Street will be holding events and the role for these would be to support the wider team for example, open days at the winery/vineyard, or Supper Clubs. On occasions such as these the role will be to support additional team members (or Jules, or Lucie) to deliver an event – in particular where the event is large.

The ideal candidate will have a passion for natural wines and nature based farming, with a keen interest in biodynamic and regenerative agriculture. They will thrive through interactions with guests and will have strong interpersonal skills alongside an ability to sell. They will be an organised, self starter who is able to use initiative and is proactive in hosting guests and representing Ham Street in a variety of settings.

Dates anticipated but not yet confirmed for tours and tastings at Ham Street are –

Saturdays, and alternate Sundays, between 11<sup>th</sup> April – 12<sup>th</sup> September.

Responsibilities will include (but not limited too):

- Presenting and explaining all Ham Street wines to a wide range of guests
- Presenting and explaining Ham Streets farming and winery practices to a wide range of guest
- Hosting guests on tours and tastings, running the tours on site end to end, from preparing wine, food and hosting areas to packing up and cleaning down
- Taking payments from guest for wine purchases or tour fees
- Representing Ham Street at events either on site or off site at one off events including markets or tastings with the trade and/or public
- Specifically preparing and running all aspects of tours and tastings at Ham Street, including but not limited to:
  - o Wine for tastings e.g. cleaning bottles and chilling
  - o Glassware
  - o Tables and any displays
  - o Tidying of communal areas
  - o Toilet facilities
  - o Cleaning and pack down of all of the above post events
- Preparing and running all aspects of off site events on behalf of Ham Street, including but not limited to:
  - o Collection of wine, display materials, marketing materials and glassware from Ham Street
  - o Assembly on location
  - o Pack down and clean on location
  - o Return of materials to Ham Street
- Identifying and building relationships with new trade customers in the South East (excluding London) to drive sales

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