

# THE EXECUTIVE TEAM

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## **JONATHAN WHITE**

### **Chief Executive Officer**

Jonathan is a strategically focussed business leader with a strong background in marketing and commerce. Over the past 15 years, he has worked within the wine industry, gaining considerable knowledge and experience. Prior to joining Gusbourne in October 2018, Jonathan held senior Marketing positions with prominent wine distributor Armit Wines, and world-renowned wine & spirits merchant, Berry Bros. & Rudd. During his tenure at Gusbourne, Jonathan has been instrumental in the careful development and global expansion of the Gusbourne brand and establishment of a market-leading cellar door and direct to consumer sales channel. He assumed the role of Chief Executive Officer in January 2024.

## **KATHARINE BERRY**

### **Chief Financial Officer and Chief Operations Officer**

Katharine was previously the Finance Director at Atom Supplies Limited, a global drinks group, and prior to that was the Head of Property Finance at Eight Roads Services (UK) Limited. Katharine has also worked at Fidelity, Close Brothers and Mercer. Katharine is FCA qualified, having trained at RSM.

## **SIMON BRADBURY**

### **Chief Commercial Officer**

With over 30 years of experience in the wine industry Simon has a wealth of commercial knowledge acquired from several senior positions within the drinks trade. Notably as Sales & Marketing Director at Amathus Drinks and Managing Director (UK & Ireland) at Codorniu Raventós. Simon's early sales career includes senior positions at Enotria and Guy Anderson Wines as well as various roles across Scottish & Newcastle, where he managed portfolios of national and international accounts and was responsible for sales performance of wine category.

## **JON POLLARD**

### **Head of Vineyard Operations**

Jon has been the vineyard manager at the Gusbourne Estate since the first vines were planted in 2004. Jon holds an honours degree in general agriculture from the University of Aberdeen and is also a graduate in wine studies from Plumpton College. He worked closely with Andrew Weeber to establish the original vineyards which are widely regarded as some of the best in the country in terms of both grape quality and yield. Jon supervises the vineyard operations in both Kent and West Sussex and works closely with the Chief Winemaker to ensure the quality and consistency of the final product.

## **AJ (ALASTAIR) BENHAM**

### **Head of Wine Operations**

Alastair began his career in wine following a year abroad in Australia during a Politics degree. Following graduation, he moved to New Zealand to complete his tertiary qualification in Oenology in Hawke's Bay in 2015. Since then, he has completed internships in New Zealand and the USA taking particular focus on cool-climate and sparkling winemaking. He joined the Gusbourne team in early 2018. As Head of Wine Operations, he is focused on logistics, procurement and winery development.

## **JANET MARSHALL**

### **HR Lead**

Janet has been a Fellow of the Chartered Institute of Personnel and Development for 30 years. She began her career at Marks & Spencer Plc and has worked as both an HR Lead and HR consultant in public and private companies, and public sector organisations. Janet has experience across several industries, retail, steel, and paper manufacturing - all selling niche premium, quality products. She has been successful in leading teams to attain Investors in People status celebrating these achievements with regional business awards and through her quality, safety, and people development qualifications, she has implemented ISO systems for Safety, Quality and Environment reaching accreditation of standards.

## **MIKE PAUL**

### **Non-Executive Deputy Chairman (Invited Permanent Member)**

Mike, who has been a Non-Executive Director at Gusbourne for several years, was appointed as Interim Chief Executive Officer in September 2023. He has worked in the wine industry for over thirty years. Having received a postgraduate Diploma in Business Studies, he became the Managing Director of the premium wine agency Percy Fox, representing a number of luxury wine brands. In 1990 Mike became European Director responsible for the development of Southcorp's business in Europe. He led Southcorp to become a major player in the UK wine market with brands such as Penfolds and Lindemans. In 2002 Mike was appointed Managing Director of Western Wines (UK), a leading importer of South African, Chilean and Italian wines, and owner of the leading South African brand, Kumala.

He is closely involved with Wine GB, the organisation that represents UK wine producers.



KATHARINE BERRY



JONATHAN WHITE