**NEGOTIATING A HIGHER BASE SALARY: GET MORE WHEN YOU HAVE GOOD QUALIFICATIONS**

Dear Mr. Recruiter,

Thank you for offering me the Assistant Sales Director position. I would like to express again how excited I am to begin working for your company.

Before I can accept however, I would like to discuss the matter of compensation. As we discussed in the interviews, I have two more years of experience and formal training than you required in the job description. I have also demonstrated my capabilities in my last position at my previous company by increasing sales in my division by 25% and personally landed several multi-million dollar sales. With my expertise, an acceptable salary would fall in the range of $103,000-$112,000, a bit higher than your offer of $94,000.

I can certainly see a future for myself at the company, and I’m confident that I can bring a lot of value. I know that we can come to a mutual agreement on an acceptable salary.

Thank you for your time,

Potential Hire