**Negotiating a salary for a new job**



Negotiating a salary for a job offer isn’t as uncomfortable as doing so for your current job. For a start, you don’t have to see them every day if it goes pear-shaped, and you’re not battling against already-established personal relationships in the process. There’s also a greater deal of scope for negotiation, as you haven’t already agreed upon a salary in the past.

If you have already accepted the job but not signed a contract, you may be met with more resistance as you technically already agreed to the terms of the job on principle. If you haven’t accepted the job, you have the opportunity to play it cool and consider your options. The employer obviously wants you working for them, and they might be willing to offer you more money to secure your services. Then again, they might not be.

Using other job offers as leverage

If you have prospects elsewhere that aren’t as attractive but offer a higher rate of pay, you could always highlight this with the employer. After all, they have committed to hiring you and are obviously willing to pay for your services, so what’s to say they wouldn’t be willing to pay a little bit more given the competition they have? You’re hot property, so negotiate for the salary you’re worth.

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| Dear [prospective employer]  Thank you for your recent job offer. I enjoyed coming in to interview and learning more about the position, so am delighted to have been offered the role as [job role].  While I’m very interested in working for your company, I have been offered [X much] more elsewhere. I’m afraid I couldn’t justify turning this money down, and so request that you consider increasing my starting salary to compete with my other offers, in which case I’d be happy to come and work with you.  Regards  [Name] |