Dear XXX,

After discussing your offer at home, I’m very excited about this opportunity.

I know I would be a great fit for the position since I would bring XYZ skill and XYZ skill to the company.

I would like to discuss the difference between me and the highest paid person you have picked this year, and see if I am not close enough to that person’s skill set to warrant having the kind of salary offer that they received.

Thank you,

XXX