I appreciate your offering me the position of Section Head of Shipping at Doe. I look forward to working with you.

Unfortunately the salary you offered me is lower than I feel I can accept. I have had eight years of experience in Shipping during which I completely redesigned my current employer's shipping process. This saved over $200,000 in the past two years. I am confident that I can achieve significant savings for Doe with no loss of efficiency. Under these circumstances I feel that your salary offer should be increased by 10%.

I am sure that we can come to a mutually satisfactory arrangement. I will be in Springfield next Wednesday and would like to meet with you to discuss this. I will call to arrange a time for us to meet.