

Dear Hiring Manager:

A Technical Writer cannot *just* be an expert in *technical writing*, but someone who is a *communicator* and a multidisciplinary expert in both the scientific and engineering worlds.

Martin Sala is an *Engineering Physicist* who can transform engineering and scientific concepts into usable language that everybody from a college professor to a maintenance technician to an MBA can understand.

If you ask the English or Journalism Major to write the User's Manual for the next-generation X-ray Diffraction Stress Analysis System, the best you will obtain is a regurgitation of what she was told by someone. On the other hand, if the pages are written by a literate scientist having experience in the topic, this author will be able to put his mind into the end-user's, asking the kinds of questions that are always proffered, but never fulfilled.

With 20-some years of experience trying to use service and user's manuals that were *obviously* written by an individual that doesn't know a garden hose from a Gigli Saw, I produce documents with such functional clarity that they not only guide a user through their task, but also entice them to take the documents home to read more.

Technical Writing is not about regurgitating specifications, but about *teaching*, and more importantly, *revealing* the secrets behind a device so anybody may safely utilize for the intended mission. Technical Writing is about *Communication* - if not, then don't bother!

Whether it is writing grants and proposals that get funded, doing preliminary research to jump start a project, creating a user's or policy and procedure manual, the initial documentation for a patent-application or a product brochure, I can deliver something people will want to read.

Respectfully submitted,

Martin