

= Richard Roma =

Richard Roma is a fictional character from David Mamet 's 1982 play *Glengarry Glen Ross* and its 1992 film adaptation . Roma has been portrayed by a range of actors , including Joe Mantegna , Al Pacino and Liev Schreiber , although the role was originated by Jack Shepherd .

Actors portraying Roma have seen multiple stage award wins and nominations ? both Mantegna and Schreiber received a Tony Award for Best Featured Actor in a Play for their depictions , while Shepherd earned a Laurence Olivier Award for Best Actor for his portrayal . In film , Pacino received nominations for both the Academy Award for Best Supporting Actor and the Golden Globe for Best Performance by an Actor In A Supporting Role in a Motion Picture .

= = Conceptual history = =

Roma , along with the rest of the salesmen in *Glengarry Glen Ross* , was written based on playwright David Mamet 's previous experiences selling " worthless " Arizona real estate from an office in Chicago . Mamet described the colorful dialogue used by the character ? which has also been described as " following in the steps of " Arthur Miller 's *Death of a Salesman* ? as having been influenced by overheard conversations and street slang .

= = Plot = =

Richard Roma is a cut @-@ throat and successful real estate salesman , who derives his success from eloquent and convincing pitches , preying on insecure clients with illusions of power and machismo . During the events of *Glengarry Glen Ross* , Roma is in contention for a prize to be awarded to the top " closer " at his firm , having just closed a large sale with a man called Lingk . Overnight , the firm 's office is burgled , and lucrative leads for top real estate are stolen . Lingk arrives at the office during the investigation , eager to cancel his purchase during his cooling @-@ off period . Roma attempts to distract Lingk from doing so in the hope that this period will pass , trapping Lingk in the sale , but well @-@ intentioned comments by the firm 's manager , trying to play along , catch Roma in a lie , and Lingk demands a refund on his purchase .

= = Reception = =

= = = Character = = =

Writing for *The New York Times* , Mickey Rapkin considered Roma to be the central character of the play , describing him as " the salesman ? s salesman , a shark in a sharkskin suit " . Mantegna has stated that he feels Roma is not a " sleazy " character , but simply a man who can convince customers to follow through on their dreams . Reviewing a 2012 revival at the La Jolla Playhouse , Charles McNulty of the *Los Angeles Times* compared Roma to a Giacomo Casanova @-@ type figure , adding that " when Roma puts the moves on a prospective buyer , it 's as though he 's making love to them " . While interviewing actor Aidan Gillen , *The Guardian* 's Mark Lawson felt that Roma was an amoral character , considering him a " super @-@ schmoozer " . Gillen , then portraying the character in the Apollo Theatre in London , described him as a " cunt with a romantic , poetic streak " .

= = = Depictions = = =

Portrayals of Roma have often been received positively by critics . Schreiber 's portrayal in the 2005 Broadway revival was praised as that of " a most crafty spider indeed " , with the actor 's grasp of the character 's Chicago accent praised for its subtlety . Gillen 's 2007 turn as Roma has been described as " sweaty and aggressive with a hard , rodent @-@ like quality " , with reviewer Lyn

Gardner of The Guardian finding the performance excellent . Manu Narayan 's 2012 depiction was described as " adding velocity " to a " high testosterone " production , coming across as rhythmic and an effective focal point in the piece . Reviewing the 1992 film version , Roger Ebert praised Pacino 's acting , writing " any kid can play a war hero . But it takes a real man to play a busted @-@ down real estate salesman " .

= = = Accolades = = =

Shepherd 's original performance as Roma earned the actor a Laurence Olivier Award for Best Actor in 1983 . On Broadway , both Mantegna and Schreiber have won the Tony Award for Best Featured Actor in a Play while portraying Roma ? Mantegna at the 38th Tony Awards in 1984 , and Schreiber at the 59th Tony Awards in 2005 . Pacino 's role in the film adaptation earned him several unsuccessful nominations , including the Academy Award for Best Supporting Actor and the Golden Globe for Best Performance by an Actor In A Supporting Role in a Motion Picture , both times losing out to Gene Hackman in Unforgiven