

Ceramic Arts & Crafts Marketing Service Q&A

Our Jingdezhen ceramic art market service is designed to help artists sell their work. Based in Jingdezhen, China, we offer opportunities for independent artists, hobbyists, and professionals looking to create and sell their ceramic artworks. If you're planning to live, create, and sell your ceramic artworks in Jingdezhen, this service might be just what you need!

1. What's the purpose of this market service?

This service is launched by ChineseSources.Org, specifically to help ceramic artists sell their work. If you're a freelancing artist skilled in sculpture, ceramic painting, or visual arts and are considering a stay in Jingdezhen China, you can entrust your works to us. We'll handle the sales and promotion for both the Chinese and global markets.

2. Why should residency artists choose Jingdezhen?

Jingdezhen is a paradise for ceramic artists, offering:

- Affordable living and working costs – Compared to other cities, rent and daily expenses here are much cheaper.
- Low production costs – With abundant ceramic production facilities, a strong supply chain, and lower manufacturing expenses, creating your pieces here is more cost-effective.
- Shared workshops – Jingdezhen has many shared ceramic studios where you can rent equipment and start your own workspace with minimal cost.
- Diverse sales channels – You can sell your art through exhibitions, flea markets, weekend bazaars, and online platforms.

3. What makes our market service unique?

We do more than just list your work online—we combine multiple sales strategies, including offline exhibitions, social media promotions, and online auctions. Our sales channels include:

- Jingdezhen Spring & Autumn Fairs – Held in May and October at the famous Taoxichuan Market.
- Weekend & Night Markets – Face-to-face sales opportunities targeting tourists.
- Chinese Social Medias – Promotion on platforms like Douyin (TikTok China), Xiaohongshu, and Kuaishou.
- Online Auctions – Regular promotions to potential buyers through our auction platform.
- Jingdezhen International Ceramic Fair – Held every October, a top-tier platform for showcasing ceramic artworks.

We also handle storage and shipping for your works after sales.

4. Costs & How to Join?

- Membership Fee: \$98 per year
- Exhibition Packages (includes booth rental, storage, sales assistance, gift packaging, and logistics):
 - Taoxichuan Spring Fair: \$1,400
 - Taoxichuan Autumn Fair: \$1,600

You set your own prices for your own artworks. If your artwork isn't sold during an event, we store it for free in our Jingdezhen warehouse for future online sales or the next exhibition.

Spring & Autumn Fair Schedule (2025)

- Taoxichuan Spring Fair: April 30 - May 5 (6 days)
- Taoxichuan Autumn Fair: October 17 - October 22 (6 days)

During the fair, we arrange your booth, display your works, assist

with sales, help with gift packaging, and handle shipping. If you want to participate, we'll take care of everything—from curation to transportation.

5. What about Jingdezhen's flea markets?

If you're looking for a low-cost way to enter the offline sales market, Jingdezhen's flea markets and night bazaars are great options. These markets attract tourists and ceramic collectors who are eager to discover new artists.

Even if you can't be there in person, you can still participate:

1. Submit your artwork details – Including images, sizes, and prices.
2. Choose a market – Select from events like the Spring & Autumn Fairs or weekend bazaars.
3. We handle everything – Booth setup, promotion, sales, payments, and logistics.
4. Receive your earnings – Once your work is sold, we transfer the sales revenue directly to you.

With our exhibition management service, your ceramic art can enter the Chinese market and reach buyers worldwide, even if you're not physically in Jingdezhen!

6. How does co-hosting sales on Chinese social media work?

China's social media market is massive, and we promote your works on:

- Douyin (TikTok China)
- Xiaohongshu (Little Red Book)
- WeChat Shops
- Kuaishou
- Baidu's Baijiahao

With co-hosting, we help you:

- Create promotional videos to boost exposure.
- Host live sales events to attract more Chinese buyers.
- Offer bilingual support (Chinese & English) to reach a broader audience.

7. Shared Exhibition Booth at Jingdezhen International Ceramic Fair

Dates : October 18 - 22 (5 days)

This is one of the most important global ceramic exhibitions, bringing together artists, institutions, collectors, and buyers. Whether you want to sell your art or promote your brand, it's a great opportunity for exposure!

If you can't attend in person, we offer full exhibition representation—we manage your booth, promote your work, handle sales, and take care of shipping.

How We Manage Your Exhibition Booth

1. Booth setup— Professionally displaying your work.
2. On-site sales – Experienced staff will engage with buyers and promote your art.
3. Social media promotions – Live streaming and online campaigns during the fair.
4. Logistics support – Secure packaging, shipping, and customs clearance.
5. Sales revenue management – We handle payments and transfer your earnings.

8. How to Get Started?

Steps to join our market service:

- Contact us – Email or WhatsApp us with your needs.
- Prepare your works – Based on your target market, we can also

connect you with local ceramic studios.

- Stay in Jingdezhen – If you choose to travel here, we help arrange accommodations and studio space.
- Select your sales plan – Join events like the Spring Fair, Autumn Fair, flea markets, social media sales, or online auctions.
- Promotion & Sales – We market your work through exhibitions, social media, and direct buyer connections.
- Transaction & Logistics Support – We handle payments, gift packaging, and shipping. Unsold works stay in our warehouse for future sales.

9. How do we charge commission on sold works?

Your \$1,400 or \$1,600 exhibition fee already covers the booth and marketing services.

- All sales revenue goes to you.
- You set your own prices.
- Commission rates (20%-30%) are negotiable.

10. Can I use my stay in Jingdezhen to restock my online store?

Absolutely! Many artists use their time here to create new pieces for their Etsy, eBay, or Amazon stores. You can:

- Create and ship unique artworks globally.
- Bulk purchase ceramics and let us handle export logistics and customs clearance.

Whether you're selling your own creations or sourcing products, our market services help you save time and energy.

11. How do we handle packaging and shipping?

Once your art is sold, we provide:

- Professional gift packaging for safe transport.
- International shipping via sea, air, or express courier.
- Customs clearance & invoice documentation to ensure smooth exports.

- Shipping fees depend on weight and destination—we confirm all costs with you beforehand.

12. Tips for First-Time Artists in Jingdezhen

For artists new to Jingdezhen, we recommend:

- Plan ahead – Allow time for market preparation and promotions.
- Leverage social media – Co-hosted sales are a low-risk, high-reward strategy.
- Diversify sales channels – Combine exhibitions, social media, and e-commerce for maximum reach.

13. How to contact us?

Interested in joining? Get in touch via email or WhatsApp. Check out ChineseSources.Org and subscribe to our YouTube channel for the latest updates.

Join our Jingdezhen Ceramic Art Market Service today and let's bring your artworks to China and the world!



****Contact Us****

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