

Arko

FOR SELLERS

Sell across Armenia with Arko

The Armenian marketplace: low commission, an Armenian-language interface and payouts within 3 business days

arko.innovarm.am

What is Arko.

An Armenian marketplace

Sellers from Armenia, buyers across the country. The site runs in Armenian, Russian and English.

We sell, you produce

Arko takes the order and the payment, stores and delivers the goods, and handles returns.

Low commission

5–25% depending on the category: 2–4 times lower than the large international marketplaces.

Transparent money

Earnings are credited when the buyer receives the item; payouts on request within 3 business days.

How it works.

1

Sign up

Tax ID and a company or sole-proprietor bank account. Private person: passport and public service number. 5 minutes.

2

Listings

Photos, description, price, dimensions. Write in one language, we translate the rest.

3

Stock to warehouse

Bring the goods to our sorting centre. We check, measure and store them.

4

Order

The buyer pays on the site. We pick, pack and deliver.

5

Hand-over and payout

The buyer collects at a pickup point or from a courier. The money goes to your balance.

Three ways to work.

Recommended

From the Arko warehouse (FBO)

You bring stock to our centre in advance. Fastest delivery to the buyer and higher search ranking.

Stock stays with you (FBS)

You list your stock; after an order you bring it to the centre within 24 hours.

Your shop as a pickup point

Have a physical shop? Buyers collect their orders from you, no logistics needed.

Fees.

Commission by category

Electronics	5–12%
Home appliances	6–9%
Food	7–9%
Furniture	9–11%
Home	11–25%
Kids	8–20%
Clothing and shoes	12–25%
Beauty	12–25%

Logistics by item size, not by price

S	Small	50 ₴
M	Medium	150 ₴
L	Large	400 ₴
XL	Oversized	1 500 ₴

Delivery to a pickup point is always free for buyers; courier delivery is 800 ₴ (free from 30,000 ₴). Full fee schedule: arko.innovarm.am/tariffs

Arko vs. the large marketplaces.

	Arko	WB / Ozon (2026)
Commission	5-25%	~38% on average, clothing up to 48-52%
Logistics	by size: 50-1,500 ₺	by volume, on top of commission
Your shop as a pickup point	yes, free	no
Private sellers	yes, we pay the tax	no
Payouts	on request, within 3 days	once a week
Language	Armenian, Russian, English	mostly Russian

Seller tools.

Seller dashboard

Products, stock, supplies and orders in one place.

Analytics

Views, add-to-carts, purchases and revenue for every product.

On-site advertising

Top search positions by auction, always labelled “Ad”.

Promotions

Join site-wide promotions or run your own discounts.

Bloggers

Partner bloggers promote products with their own codes.

Buyer chat

Questions, reviews and reply templates.

Documents and safety.

- Commission agreement under Articles 791–808 of the Civil Code of Armenia
- Monthly commission agent report and a tax invoice for Arko services
- Export for your accountant
- Earnings are credited only after hand-over; returns are fully traceable

For private sellers

Sell your own used items with a passport, no business registration needed. We withhold and pay the 10% tax for you. Regular trading requires a sole-proprietor or company registration.

Start today.

1

**Sign up at
arko.innovarm.am/sell**

2

**Add your first 10
products**

3

**Bring stock to the
centre or choose
FBS**

4

Get your first order

Our first sellers get personal help setting up their listings.